

# CHEMIST & DRUGGIST

The newsworthy for pharmacy

a Benn publication

March 6 1982

**Sangers: five branches taken over, seven close down — £2m cash for...?**

**Nominal fine for Pears over Astral pack: appeal lodged**

**Striking off over 5,000 'lost' poppy heads**

**Veterinary**  
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# CHEMIST & DRUGGIST

Incorporating Retail Chemist

March 6, 1982

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## CONTENTS

### Sangers 'wholesale' withdrawal: comments

... from Macarthis, Paydens,  
Ferrymans, Numark and Sangers 388

### Nominal fine for Pears over Astral pack

Appeal lodged 389

### Striking off

5,000 poppy heads 'lost' 390

### Notional salary and labour costs to panel?

PSNC report 394

### Veterinary pharmacy

Special feature 400

Comment 387, 388

Topical reflections by Xrayser 391

People 391

News extra 394

Counterpoints 395

Prescription specialities 395

PSNI Council 413

Letters 415

Business news 416

Markets; coming events 423

Classified advertisements 424

## COMMENT

### Ag & Vet 'role' call

C&D's special supplement on veterinary pharmacy this week comes at a time when Ministerial decisions are being made on the extent to which pharmacists should supervise sales of Merchants List products.

Last year the Veterinary Products Committee recommended that the Merchants List should continue for a transitional period of up to five years during which businesses selling these products should employ pharmacists "to exercise overall management control of sales". After this time the Merchants List would continue but pharmacists would have to supervise sales in the same way as in a registered pharmacy. The Ministry of Agriculture, Fisheries and Food sought comments on the proposals, taking care to point out that the Government had an "open mind" on the matter: "The opinions of interested organisations will be an essential input to the decision-making process."

A formal consultation letter is expected soon, on which the MAFF will seek further comments, so it will be some time before the issues are resolved in the form of legislation.

The VPC's proposal was welcomed by the Pharmaceutical Society, whose only reservation was that merchants should employ pharmacists at the beginning of the transitional period rather than at the eleventh hour. The Society believes that the proposal to maintain merchants but at the same time require pharmacist supervision seems an admirable compromise that combines safety with the existing distribution network. It is felt that this supervision would not be as onerous as in a conventional pharmacy because the pharmacist would not need to be on the premises full time.

A less than enthusiastic response came from the British Distributors of Animal Medicines Association, although it has several experienced veterinary pharmacists among its members. BDAM

has interpreted "supervision" to mean that all PML outlets will have to become registered pharmacies within five years, which will lead to the demise of the Merchants List because PML products will effectively become pharmacy medicines. Instead, BDAM has proposed a system in which a "responsible pharmacist" would accept overall statutory responsibility for a company's listed premises but a nominated "seller" would be responsible for PML sales at each premises. The association also believes that progress to full pharmacy control should take longer than five years.

In its evidence to MAFF, BDAM says that the few veterinary pharmacies already in the market undoubtedly give the best service and there ought to be more of them. But most pharmacists cannot contribute because they are in the wrong place, have insufficient storage space or cannot make farm calls — which is why pharmacy lost the market in the sixties. Another major problem, according to BDAM, is the shortage of adequately trained pharmacists.

BDAM argues that when pharmacy failed to meet the challenge of an expanding animal health market in the sixties, the gap was filled by other specialists who would now be forced out of business by the costs involved in the VPC's proposals. The prospect of the trade being compelled to convert some or all their PML listed premises to pharmacies and to accept the liability of an untrained pharmacist making no positive contribution at the outset is unacceptable, BDAM says.

The profession is already taking steps to put its house in order. The Society is organising a diploma course in "ag and vet" pharmacy, is urging these specialised outlets to take on pre-registration graduates and is increasing awareness among pharmacy students about careers in this area. The NPA also offers members helpful guidance on setting up an "ag and vet" business.

But time is short. If pharmacists do not accept the role and responsibilities now, the chance may be lost for ever. ■



## Sangers' 'wholesale' withdrawal makes £2m

The Sangers Group no longer has an interest in pharmaceutical wholesaling in England and Wales following a decision taken at last Thursday's board meeting but will continue to operate their two Northern Ireland depots as Castlereagh Agencies, Sangers Photographic and Sangers Agencies. Macarthy's Ltd have purchased the Bristol, Plymouth and Truro depots, Herbert Ferryman Ltd, Sangers Reading and Paydens Ltd, Maidstone, all as going concerns.

Trading in Sangers shares on the stock Exchange was suspended after trading closed on Thursday, at £0.45, pending the outcome of the critical board meeting. Sangers made the following announcement to the Stock Exchange on Monday afternoon and trading in the company recommenced on Tuesday:

The text of Sangers' announcement on Monday is: "In the interim report issued on December 1981 the board reported on the continuing problems with losses within the pharmaceutical division. It has become necessary to stem these losses, and accordingly the board announces, with regret, the closure of 7 of the 14 branches.

"The board are pleased to announce, however, that the sale of five branches has been negotiated on an on-going basis which therefore protects the employment of most employees in these branches.

### Sales generate cash

"The sale and closure of these 12 branches will generate cash from the realisation of current assets of approximately £6m. In addition, the disposal of fixed assets will raise approximately £0.35m. However, the sale and closure will involve a right-down of £1m of the net book value of the assets involved in these branches and, in addition, terminal payment in these branches and related central services are estimated to amount to £1m.

"It is anticipated that the cash generated will be received over the period March to August 1982 and will be applied in reduction of bank borrowing. It is expected that the group will have cash resources after the transaction of approximately £2m.

"The company intends for the time being to retain ten freehold and leasehold properties which were involved in the

pharmaceutical business having a book value of £1.1m.

"The remaining two pharmaceutical

### ...and C&D says

Sangers' withdrawal from pharmaceutical wholesaling on the UK mainland marks the end of a 202 year involvement stemming from a single shop in Oxford Street, London, opened up by Mr James Bacon in 1780. John Sanger was apprenticed to the firm around 1790, married the Master's daughter and later purchased a controlling interest. The retail side of the business was discontinued in 1875 because of the success of the wholesaling section.

Sad then, that a firm that has given such service over two centuries, to both pharmacist and public alike should cease operation largely because it could no longer continue to give that full and personal service, traditionally demanded by the pharmacist, at the price he now expects to pay. "A return to service" is the cry on the lips of most wholesalers — a desire to get away from the discount war. Wholesalers insist that their diminishing number can continue to service pharmacist contractors adequately so that they can both fulfill their contract to their FPC and the public. If they continue to offer the competitive individual discounts that abound because of the "cleft stick" situation they find themselves in, then, as more of their number cease trading, they will have ample opportunity to prove their viability, efficiency, service levels — and the virility of their on-line computers! ■

branches in Northern Ireland will continue to trade in Sangers together with the other group activities which include Sangers Photographic, Sangers Agencies (in Great Britain) and Castlereagh Agencies (in Northern Ireland).

"Further information will be sent to shareholders in due course."

### Sangers comment

Sangers' chairman, Mr G.H.J. Robinson, told *C&D* after Monday's statement that as it was too early to say how the £2m in cash resources — finally available in August, 1982 — would be used. "Our job is to decide where to go from here. We will take account of the operations we have now and if they can benefit from further investment, then that is certainly a possibility."

Mr Robinson was particularly concerned about the "400 odd" redundancies involved, some of which were in poor employment areas. He nevertheless believed the company had done the right thing. "Perhaps we should have done it sooner. Frightening things have been happening to gross margins in the last 18 months to two years."

He said this was because the company had been obliged to match the competition in discounts and did not have the resources of other companies to survive the "discount war" — some of them had a wider and more substantial trading base. Sangers' slowness to get into computerisation and direct order entry had been an "added complication" in recent times but discounting had been the most severely damaging aspect of recent trading. "It restricts the amount of money available to do those things you know need doing quickly."

### ...and Macarthy's

In a statement to the Stock Exchange on Monday, Macarthy's say they expect to pay £1.5m for the assets for depots in Bristol, Plymouth and Truro, "which comprise stock at valuation, fixtures, fittings and motor vehicles at their written down value at March 1." Profits are expected to exceed £400,000 as the depots are brought into line with Macarthy's method of operation.

They are also contracted to buy the stock from Sangers' branches at Brighton and Bedford for £700,000 less a 5 per cent handling charge.

Mr David Wright, managing director of Macarthy's told *C&D* that his company was looking forward to providing a wholesaling service in what was for them a new geographical area.

"Sangers already distribute NPA



products to Devon and Cornwall but, in addition, we shall shortly be offering the complete Numark package through the three branches.

"It is our intention to honour existing trading arrangements for the time being. However, we would hope a bit more sense will return to the market place. The real solution is for wholesalers to stop making self-inflicted wounds.

"Wholesalers are in a cleft stick. It is assumed by the Department of Health that chemists are receiving discounts at least up to the interim discount level. So, whatever the outcome of the discount inquiry we must at least meet that level."

Macarthy's are to introduce direct order entry systems in all three depots within six to nine months.

## ...and Herbert Ferryman too

Mr Albert Cox, of Herbert Ferryman who have taken over Sanger's Reading branch and bought the stock of the Bournemouth depot that Sangers closed down, told *C&D* "We have already ordered a direct order on-line computer system for Reading similar to that installed in our existing branches. It should be operational by May 1." When asked if their trading terms would differ from those of Sangers, Mr Cox said: "We hope to offer a sensible constructive package. One to keep us in business as well as our customers."

Mr Cox believes there will be further changes in the distribution of wholesale depots in the next 12-18 months. "We are in a survival situation. There are too many wholesalers chasing too few retailers. The reduction of the wholesalers' margin has affected the wholesalers' ability to get worthwhile return on capital employed."

## Numarks' national coverage

Numark will get "total national coverage" for the first time in its six years development as a result of the Macarthy's and Ferrymans acquisitions, according to Mr Arthur Trotman, managing director of Independent Chemists Marketing Ltd. Although there may be some minor overlaps with existing franchises — which will be maintained — the position of the ex-Sangers branches is such that they complement the current set-up. Distribution of NPA products will similarly benefit from the changes.

Paydens Ltd have acquired Sangers' Maidstone depot and are setting up a separate company, Sangers (Maidstone) under managing director, Mr R.W. Coveney, and will "maintain existing telephone delivery arrangements and terms of trade for customers."

In a letter to customers dated February 27, Mr Coveney, (who formerly managed Sangers Maidstone depot from 1967-73 before joining Paydens) says: "We hope to have a BCL computer installed within three months providing invoice with goods and information on products



"Business is booming — Can I claim a rural subsidy?"

## Nominal fine in Astral jar case

A.F. Pears Ltd, part of the Unilever Group, have been fined £100 and ordered to pay £1,500 costs in a deferred sentence announced at Croydon Crown Court last week.

This follows a guilty verdict brought against the company in October, when they were prosecuted by Lambeth Council under the Trades Description Act. Pears had been accused of misleading their customers by selling Astral moisturising cream in jars which had double skins. The Council claimed that the public would think the contents were greater than they were.

A weights and measures officer had purchased a jar of the cream, and cut it open to find that it had a double wall and a false bottom. The overall size of the plastic container was 30 per cent bigger than the volume of cream it held. During the trial Council officials admitted there had been no complaints from the public about the jar.

After the verdict, Judge David Thomas put the case back in order to give the firm the chance to decide what should be done to comply with the law in the future. At the renewed hearing he said he accepted that the firm could have no control of stocks remaining in shops, and which could be there for months. He added that it was clear that many other manufacturers had been contravening the Act by selling products in double-shell pots, and he regarded Pears as the most meritorious of them.

For the company, Mr Nicholas Philpot said that Pears were anxious to put their house in order. The existing supplies of double-skinned jars were being marked with the words "double-shell construction" and the volume as well as the weight would be included.

From September all new jars would be of single skin design, Judge Thomas commented: "I am quite satisfied that Pears have treated the matter responsibly and are taking practical steps to remedy the situation." The fine was purely a nominal one. The company has lodged an appeal against the decision. ■

available as the goods are ordered," and to provide "a much wider range of OTCs 'ethicals' and surgical sundries."

## Pay's private enterprise

Mr Dennis Pay, managing director of the parent company, told *C&D*: "This is a logical extension of Paydens current wholesaling activities of our A20 Supplies company who supply other outlets in addition to our 19 associated pharmacies.

"The staff from A20 Supplies have been integrated into the new depot — 36 people are now employed and 20 have been made redundant."

The Llandudno depot has been bought by another Numark wholesaler, L. Rowland & Co Ltd, together with the stock but is no longer actively trading. A company spokesman said they were "keeping their options open" on any possibility of reactivating the branch.

Sangers are redistributing the

"ethical" stock from their Wood Green and Warrington depots to NI — OTC stock is to be "jobbed off."

Mitcham remains, at least for the time being, as "an intractable problem," as a potential buyer pulled out at the last moment. ■

## C&D Directory 1982

The 1982 edition of *Chemist & Druggist Directory* is now available. It comprises 376 pages in the usual A4 format and includes the unique Tablet and Capsule Identification Guide. All sections of the book have been brought up to date for the 1982 edition and summaries of recent legislation under the Medicines Act, etc, are provided.

Copies of *C&D Directory 1982* may be ordered from Benn Business Information Services, Union House, Eridge Road, Tunbridge Wells, Kent TN4 8HF, price £27 (overseas £29). ■



# Pharmacist struck off after 'disappearance' of poppy heads

A 46-year-old pharmacist from Southall, Middlesex, has been ordered to be struck off the Register.

In London last week, Leon Isaac Kuperberg failed to account to the satisfaction of the Pharmaceutical Society's Statutory Committee for 5,000 poppy heads out of 14,000 he had bought from an importer.

The Committee's chairman, Sir Carl Aarvold, said Mr Kuperberg, who runs Sherry's Chemists in South Road, Southall, had not exercised the care and control, which was clearly necessary, in view of the warning he had received from the Society's chief inspector in 1973 that poppy heads might cause an addiction to morphine.

The Committee had been told by Miss K. Wingfield, for the Society, that the poppy heads — imported from France — contained minute traces of morphine. A Society's inspector, Mr Samuel Williams, said the poppy heads were normally made into a soothing tea-like beverage. They were not the same poppies from which opium was extracted. Mr Nicholas Price, QC, for Mr Kuperberg, said the poppy heads were used as a mild sedative by people who were accustomed to using them. "There is no suggestion that the poppy heads are a problem, least of all to the people of Southall," he told the Committee.

Sir Carl said there was no legal authority to prevent Mr Kuperberg from selling poppy heads. But since August 1978 they could only be sold on prescription. Inspectors of the Society found that between August 1978 and February 1981 Mr Kuperberg ordered and received 14,000 poppy heads. Of that number, he had dispensed 9,000, leaving 5,000 unaccounted for. The Committee could not accept his explanation that some had been eaten by vermin, some stolen and that some had been rendered unsaleable by damp and mould.

## Also reprimanded

Mr Kuperberg was also reprimanded for an unsupervised sale of medicinal products and for dispensing nineteen prescriptions with either no date or dosage on them. The Committee accepted that his explanation for the deficiency of 3,700 codeine phosphate tablets might be true. The chairman said that right from the start Mr Kuperberg had maintained that he had used some himself for his medical condition and had given a number to an aunt in South Africa, who was suffering from colitis.

Mr Kuperberg told the Committee that he had imported poppy heads since he took over Sherry's in 1970, continuing the practice of the previous owner. He never

sold any poppy heads other than on prescription since that requirement in August 1978. He said he had not got the impression the chief inspector was specifically warning him, and added that in his view, there was no chance of anyone becoming addicted.

Mr Kuperberg, who qualified in 1959, has three months in which to appeal against the Committee's decision. ■

## Dispensing-only trend 'undesirable'

Dispensing-only pharmacies are probably in breach of their contract and are an undesirable development, according to Mr Bruce Rhodes, assistant secretary of the Pharmaceutical Society.

Mr Rhodes was speaking about the future of general practice pharmacy at a symposium held in West London last week. He criticised "so-called professional pharmacies" that claimed only to dispense in order to get planning permission in residential areas and asked what would happen to pharmacy medicines. Retail sales were important, he said, but that didn't mean pharmacies looking like bazaars — they should departmentalise instead.

Far too many premises were an utter disgrace and he hoped for Section 66 regulations stipulating the appearance of pharmacies in the near future. Mr Rhodes also foresaw a change in the rules preventing a business relationship with doctors — the Ethics Committee would relax this for the private sector, he thought.

Turning to future ownership of pharmacies, Mr Rhodes wondered if franchising would become important. He noted that supermarkets were opening pharmacies again, although past attempts had been curtailed because they were not profitable enough. However, by franchising, the supermarket chains would not be tying up their capital.

The advantages of franchises included a better appearance for most pharmacies and more chances for younger pharmacists to buy franchises. However a major disadvantage was that control of the profession passed to non-pharmacists. The present situation where anybody could open a pharmacy was wrong — no other profession would allow it and Mr Rhodes said the NHS contract should be with the individual pharmacist.

Mr Tim Astill, director of the National Pharmaceutical Association, disagreed saying that although this was ideologically desirable it would make little difference in practice. The law required ultimate control of the pharmaceutical business to be in the hands of the pharmacist and this

would also apply to franchises.

Both speakers stressed how nothing could be done to prevent leapfrogging until pharmacists provided evidence that the community was suffering. The Government would not intervene merely to protect retailers from competition. They also pointed out that rational location of pharmacies would probably be brought about by profitability rather than legislation in the foreseeable future. Pharmacists should realise, however, that any planned distribution was aimed at giving a good pharmaceutical service to the public — it was not a safeguard for those already in the High Street.

The symposium was organised by the Hounslow, West Metropolitan and Ealing branches of the Pharmaceutical Society and by the West Middlesex NPA branch. (See also last week p340.) ■

## NI medicines costs

Spending on pharmaceutical services in Northern Ireland increased by about 21 per cent during the year ended March 31, 1981. The total was £41,454,733 compared with £34,234,970 for 1979-80.

An analysis of the expenditure is given in the "Summary of health and personal social services accounts 1980-81" (CMnd 8475, HMSO, £3.35), published recently. The Health and Social Services Boards paid £42,707,394 to pharmaceutical chemists and appliance suppliers, less £2,497,394 charges to patients. The resulting £40,210,000 was about a 21 per cent increase over the previous year.

The estimated cost of drugs, medicines and appliances was £32,884,693, container allowances £427,074, dispensing fees £4,526,984 and allowances for overhead expenses and profit £4,868,643. There was a further £92,168 of "other expenditure."

Payments to doctors for supplying medicines and appliances came to £1,192,677 less £55,408 charges to patients. The resulting £1,137,269 was about an 18 per cent increase over the previous year. "Other expenditure" was £15,296. ■



*Gallia baby foods, launched last September by Victoria Baby Foods, is now sold by more than 1,000 chemists and the target is 1,750 in 1982. Mr Michael McHatton, their managing director, congratulates Nick Hodges, managing director, Sangers Agencies who distribute the brand. "We are very pleased with Sangers Agencies' achievement in the first few months since the launch."*



By Xrayser

**Mr Robin Hill**, has recently been appointed the Pharmaceutical Society's director of finance. He qualified as a chartered accountant in 1961 and became a fellow of the Institute of Chartered Accountants ten years later. He has a background as a financial consultant in Great Britain and the USA, one recent assignment having been the formulation of a marketing and financial development plan for a company wishing to expand in diagnostic immunoassays. Mr Hill worked for a subsidiary of the British & Commonwealth Shipping Group 1970-79, initially as senior financial executive. He later went on to set up a marketing organisation for a group of surgical equipment manufacturers operating throughout Canada and the USA. For several years Mr Hill held a TA Commission in the Queen's Own Oxfordshire Guards.

**Mr Thomas Rutledge, MPSNI**, who registered in 1934, has retired. His shop at 29 High Street, Omagh — noted for the fine craftsmanship of its Victorian fittings — has now been closed down. *Mr Liam Magee, FPSNI, writes:* Mr Rutledge was a founder member and first chairman of the Fermanagh & West Tyrone branch. He served on the old Local Pharmaceutical Committee and on re-organisation was on the Pharmaceutical Contractors Council. He was a regular at all Ulster Chemist's Association congresses and was highly thought of by all his colleagues.

**Mr Frank W. Boon, MPS**, of Kendal, Cumbria, celebrated his 100th birthday on February 12. Mr Boon took over Irvine's chemist shop in Stricklandgate in 1921 and ran the concern for 31 years. Upon his retirement the business was taken over by his son Jack who re-named it F.W. Boon & Son. The shop is now being run by Frank's grandson John.

**Mr Alan Haycocks, MPS**, who does locums in the south of England, won a silver medal in the giant slalom during the World Ski Cup for Pharmacists last week.

**Mr Trevor Darke, FPS**, who has pharmacies in South Shields and Jarrow, also took part in the championships held at La Plagne, France.

**Mr Micheal Scaife** has been awarded a PhD for his work at Leicester Polytechnic into alternatives to animal testing for eye irritancy. Mr Scaife's thesis, entitled "An investigation of possible vitro methods for studying eye irritancy potential," resulted from a £15,000 research fund from the Cosmetic, Toiletry and Perfumery Association. So far as is known, this is the first investigation leading to a PhD which has been specifically directed towards the replacement of living animals in irritancy testing. ■

## Round-up

There is so much happening at the moment I don't know where to start, so reckon I had better begin a round-up, to corral the subjects with a few lines on each. So here we go with number one.

After all the speculation and concern the Sangers' directors have met and decisions been made. While the decision regarding my branch has come as a relief to me personally, I feel terribly sorry for the staffs of those branches which are to be closed down, when you consider how hard they have tried to keep going. Perhaps I am lucky, I can afford to be amused rather than worried by the letter from Unichem which suggested that because of the changes likely to occur in wholesaling, pharmacists should change to them early in case, when someone closed down, the subsequent increase in business for Unichem might make it impossible for them to accept any new accounts. Full marks for opportunism!

## NPA retail policy

Mr Tim Astill, addressing a joint symposium of the West London branches of the Pharmaceutical Society and NPA, made some points regarding our futures, not the least of which was the statement that after the "Migril" case pharmacists still had a role to play in handling scripts, even though they should not be totally entangled in the mechanics of counting all day. I couldn't agree more, but see as a further consequence of the ruling, the realisation that as the pharmacist is truly professionally responsible for the work he personally supervises, then it should be the pharmacist who is the contractor.

I would like to see the NPA give some commitment to the concept, rather than seeing itself (as Mr Astill said when discussing whether Tesco should be accepted into membership) as primarily an employers' organisation. There appear to be fundamental incompatibilities between this view and that of small independents, which need reappraisal on both sides. I look forward to NPA's formal statement, hoping it will take note of our aspirations for contracting pharmacists. We do aspire don't we? — Answer me!

## Security

You know my views on the wall-hung metal suitcases we were obliged to provide for the convenience of thieves. I like the opinion quoted in *C&D* from Sgt Ron Smith of the Central Drug Squad, who

said that after they had been robbed, pharmacists "seem to lose sight of the fact that the cabinets are no good against burglars and were never intended to be!" Now he tells us!

Then why on earth did we all have to fork out some £50-odd to fit them when most of us kept the wretched drugs under lock and key anyway? If they were only to stop staff pilferage, the Society's inspectorate could have ensured that everyone had a decently locked cupboard . . . kept locked. As for getting a proper safe, have you priced one recently? And even if you do put one in, it appears that in some areas chief constables will not grant an exemption certificate, while I am told those who do require a written application every year.

Consider too the cost of CD licences to the wholesalers, an extortionate figure — there can be no other way to describe it. NAPD members, on this subject at least, should combine to threaten to cease handling the drugs unless the Government agrees to pay *them* a fee to compensate for the extra hassle in providing this unprofitable humanitarian service with its concomitant expensive security.

## Doctor dispensing

Having read last week's *C&D* "Comment," perhaps we could suggest the *final* edition of *Action* (under that name anyway) carries a full reprint of the *Pulse* money section which dealt with that subject. Surely, if we are to make our case, the widest distribution it can get among us the better, while I believe it will make the perfect case for PSNC in Parliamentary lobbying. ■



# Award

**George Ward collects The Kodak Award for Quality for 1981.**



Kodak Marketing Director Roger Leeks with Grunwick Managing Director George Ward, whose well-known photofinishing company is overall winner of the 1981 Kodak Award for Quality.



# Award

The Kodak Award for Quality for 1981 has gone to Grunwick Processing Laboratories, who came out top in this national scheme for independent photofinishers.

The consistently high standards which the company has maintained through the year resulted in this achievement.

George Ward, the Managing Director, was quick to credit all the Quality Control staff, and in particular, Terry Chapman, the Technical Director.

He said, "It has been a constant objective of our company from the early days, to offer a high quality service to our customers. Furthermore, a quality that is consistently high so that they will come back with repeat orders."

"The achievement of the Kodak Award for Quality obviously fits very well within that objective and reflects the importance which we attach to the monitoring and control of print quality."

From modest beginnings in St. John's Wood in 1965, the successful Grunwick company is currently moving into extensive new premises in Borehamwood in which has been installed the very latest in photofinishing equipment. "By the end of March," says George, "we should have the most modern processing laboratories in Europe."

At an informal ceremony in London on 28 January, the Kodak Award for Quality 1981 and the prize of £250 was handed to George Ward by Roger Leeks, Marketing Director of Kodak Limited. Also present

were three Grunwick Directors, Terry Chapman, John Hickey and Ken Pearson.

This was the fourth year of "the Kodak Award Scheme" which has become a much sought-after accolade by independent photofinishers throughout the country. The final placings for the 1981 award were:

1. Grunwick Processing Laboratory Limited.
2. Napcolour Limited (Ormskirk Laboratory).
3. R. H. Williams.
4. Napcolour Limited (Chester Laboratory).
5. Napcolour Limited (Liskeard Laboratory).
6. Scottish Colourfoto Limited.
7. Munns Brothers Limited.
8. T. Cooper (Harrow) Limited.
9. United Photographic Laboratories (Downton).
10. B. Alan Freegard Limited.

Many congratulations are extended to George Ward and his colleagues on their success in 1981.

## The Kodak Award for Quality

The competition is open to all independent photofinishers who use Kodak 'Ektacolor' Paper and formulated chemicals. Kodak and its subsidiary companies are excluded.

All photofinishers who regularly and continuously return full sets of quality monitoring strips to the Kodak Finisher Monitoring service are automatically included in the scheme, which runs from April to December.

# Smile. It's on 'Kodak' paper.



Kodak and Ektacolor  
are trade marks.



## Notional salary, labour costs for review panel?

The Pharmaceutical Services Negotiating Committee is likely to refer the matter of labour costs and the pharmacists' notional salary to the review panel, following the Minister for Health's insistence on adhering to a 4 per cent increase this year.

PSNC agreed this "may be necessary" at their January meeting, after receipt of Dr Gerard Vaughan's reply to their December letter which objected to the government's policy of applying public sector borrowing limits instead of the conventional index.

□ *Tenterden Fund.* When the final figure of costs is established, PSNC will give further consideration to arrangements for ensuring an equal contribution from each LPC - the total amount of contributions and pledges received for the Tenterden appeal fund now stands at approximately £113,000.

This amount includes pledges from the PSNC, National Pharmaceutical Association and Rural Pharmacists Association of £43,000 and approximately £4,000 from individual contributors. The remaining £66,000 has been contributed by Local Pharmaceutical Committees.

The response from the 98 LPC's in England and Wales has been as follows: 33 have remitted the full amount requested, 30 have remitted part payment, 35 have not contributed.

□ *PSNC Budget for 1982.* The Secretary of State has approved 83.6 per cent of the PSNC budget for 1982/83 as admissible expenses for the purpose of Section 45(3) of the National Health Service Act 1977. The remaining 16.4 per cent of the PSNC levy will continue to require a voluntary payment.

□ *National Joint Industrial Council.* Mr R. M. Onley was nominated to take the place of the late Mr G. Urwin as the PSNC's representative on the National JIC.

□ *Inhalers.* A reply was still awaited from the Department of Health to a letter asking that a suitable inhaler to administer salbutamol respirator solution be included in the Drug Tariff.

□ *Oxygen Supplies.* Many committee members expressed their dissatisfaction with the "full for empty" supply position of oxygen cylinders from British Oxygen. Contractors were still experiencing difficulties in obtaining oxygen cylinders, particularly when supplies were needed

for new patients. It was agreed that a meeting be sought between their managing director and the chairman and chief executive of the PSNC.

□ *Complaints against doctors, dentists, chemists and opticians.* The Committee had no further comments to make on a draft leaflet for issue to patients who had made a complaint to an FPC.

□ *EEC draft directives on free movement of pharmacists.* The Committee agreed there should be no free movement of pharmacists within the EEC until legislation on the rational location of NHS pharmaceutical contracts is implemented. And that direct representations be made to the House of Lords subcommittee which is considering these directives.

□ *Dressings.* Representations have been made to the Department of Health to increase the range of dressings included within Part IV of the Drug Tariff and an urgent meeting to discuss this will now be sought.

□ *Influenza vaccines personally administered by doctors.* A further letter is to be sent to the Minister, informing him that his reply to an earlier letter was unsatisfactory and asking him to clarify the paragraph on the anomaly of prescription charges. And to point out the 7,264 per cent increase in the number of prescriptions dispensed by doctors during 1975-1981.

□ *Repeat Prescription Scheme.* The PSNC has proposed a pilot scheme in two regions following the Minister for Health's refusal to introduce the scheme because: "the disadvantages, including increased cost, outweighed the advantages." An early meeting has been requested to discuss the proposal. ■

## Mr Fowler declines to meet 'staff side'

The Social Services Secretary has declined a meeting with the staff side of the Pharmaceutical Whitley Council.

Donna Haber, divisional officer, ASTMS, wrote to Mr Norman Fowler early in January asking if he would discuss emergency duty payments for hospital pharmacists. Mr Fowler has now replied to ASTMS and said there is no point having a meeting. He points out that the management side have prepared a draft agreement on such payments.

In return Ms Haber has written saying his answer is not satisfactory and that the idea of a meeting was to negotiate increased funding for emergency duty payments (the staff side have been told that any payments would have to come out of this year's 4 per cent cash limit).

Meanwhile the staff side have still not seen the draft agreement.

ASTMS are currently running a survey of Guild of Hospital Pharmacists members to see how many have withdrawn their emergency services. The results so far show much support for the action. No health authorities appear to have negotiated local agreements. ■

## New progestogen for safer 'pill'?

An oral contraceptive based on a new progestogen, which has a favourable effect on blood lipids, is to be marketed shortly.

The progestogen is called desogestrel and it will be combined with ethinyloestradiol under the brand name Marvelon. Desogestrel is also said to be low in androgenic action. The manufacturers, Organon Laboratories, expect to introduce the product in late April. ■

## B15 in the limelight

The recent mention of B15 as a possible cancer-causing agent on BBC's Tomorrow's World (C&D, February 6) has caused a number of manufacturers to review their products.

Booker Health Foods have made representations to the BBC, which led to a brief announcement in the last screening of the programme. Health & Diet Food Co "have noticed a lot of consumer reaction in the trade," and rather than struggle against the consumer problem have decided to remove the B15 from their B Supreme product. G.O. Woodward & Co Ltd are considering whether to remove B15 from their compound formulas. ■

## February 'openings'

The number of pharmacies fell again last month though by a smaller number than in January.

February corrections to the Pharmaceutical Society's Register of Premises show a net loss of eight. In England 17 pharmacies opened up and the same number closed down. One opened up and four closed down in Scotland and there were five closures in Wales. ■

## Rise in number of drug addicts

The number of drug addicts in the UK known to be receiving narcotic drugs in the treatment of their condition rose by one-third at the end of last year to about 3,800. This is much greater than any other increase during the past ten years.

The latest increase brings the number of addicts known to the Home Office at the end of 1981 to two-and-a-half times the number at the end of 1971. ■



## Bath moisturiser for Radox range

Nicholas are planning the launch of a new product — Radox Silken Touch, moisturiser in a bath. "Much more than a conventional bath oil," Silken Touch presents a new and highly convenient concept of caring for and conditioning the skin at the most sensible of prices, says the company.

Research carried out in the UK in August 1980 indicates that 25 per cent of women aged 15 and over use some form of bath oil, with a total market estimated at £4-5m. Silken Touch is set to transform a hitherto seasonally based Christmas "gift" trade into a buoyant product area, forming part of a regular all-year round purchasing routine.

Silken Touch (£1.85) is packaged in a curved 250ml bottle containing enough liquid for 20 baths. The product will be launched throughout the UK this month and supported by advertising in women's magazines. The £500,000 campaign begins in the May and June issues of *Woman and Home*, *She*, *Woman's Journal*, *Woman*, *Options* and *Cosmopolitan* before being extended into all the major women's weeklies in July. Consumers are being offered 20 per cent more product free on each of the other Nicholas bath additives



— Radox bath salts, herbal bath and Showerfresh.

To co-incide with this promotional offer, Radox will be featured in a national television campaign worth over £500,000 which runs for some eight weeks. The commercial features both Radox bath salts and herbal bath with the theme: "When it comes to relaxation, there's no other word for it." *Nicholas Laboratories Ltd, 225 Bath Road, Slough, Berks.* ■

## S&N offer aims to provide ambulance

Following the recent launch of Elastoplast antiseptic cream and liquid, Smith & Nephew have revealed the next stage of their promotion for the brand. This is a second tier to the self-merchandising unit issued in January — which was specially designed for use as a self-contained unit for the antiseptic and for the addition of another tier containing first aid dressings.

The tier stock consists of: large packs of fabric dressings, handy, large and economy packs of Airstrip dressings, 3.8 × 1m fabric dressing strips and 6.3 × 1m fabric dressing strips. A header card is being introduced detailing a promotion aimed at providing the St John Ambulance Brigade with a new £15,000 ambulance. Purchasers will be asked to redeem special tokens each worth 20p towards the ambulance fund. Anyone returning two tokens will also receive a "grow chart" for children, together with two 10p off coupons.

As a further incentive, 1 million packs of various dressings will include 10p off tokens to be used when buying the liquid

antiseptic. The customary range of Elastoplast POS material including shelf edgers, stickers and header cards, will also be available. *Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts.* ■



Coty's new Sophia collection, to be introduced during April will comprise a 50ml and 25ml parfum de toilette spray (£5.75 and £3.45); 7.5ml parfum (£8.95); 100g parfum body powder (£1.95); and 100g perfumed luxury soap, boxed in threes (£2.95). Also shown is the introductory offer — a 15ml parfum de toilette spray (£1.95). *Rigease Ltd, PO Box 27, Brentford, Middlesex*

## Zaditen elixir

Zaditen can now be prescribed for children two years old and above. The recommended dose for the prophylaxis of asthma is 1mg twice a day.

Wander are introducing an elixir formulation containing 1.38mg ketotifen hydrogen fumarate (equivalent to 1mg ketotifen base) in 5ml. The liquid is clear, colourless, strawberry-flavoured, and comes in 150ml bottles at a trade price of £4.96 each. *Wander Pharmaceuticals division, Sandoz Products Ltd, PO Box Horsforth No 4, Calverley Lane, Horsforth, Leeds LS18 4RP.* ■

## Parlodel capsules

During March, Parlodel 10mg strength will be supplied in capsules that are slightly less opaque than usual. The formulation is unchanged. *Sandoz Products Ltd, PO Box Horsforth No 4, Calverley Lane, Horsforth, Leeds LS18 4RP.* ■

## Dorbanex pack sizes

Dorbanex liquid and forte are now available in new 250ml packs (£1.96 and £2.70 trade, respectively). The 100ml and 10-capsule packs are being phased out although wholesalers should have stocks for a limited period. *Riker Laboratories, 1 Morley Street, Loughborough, Leics LE11 1EP.* ■

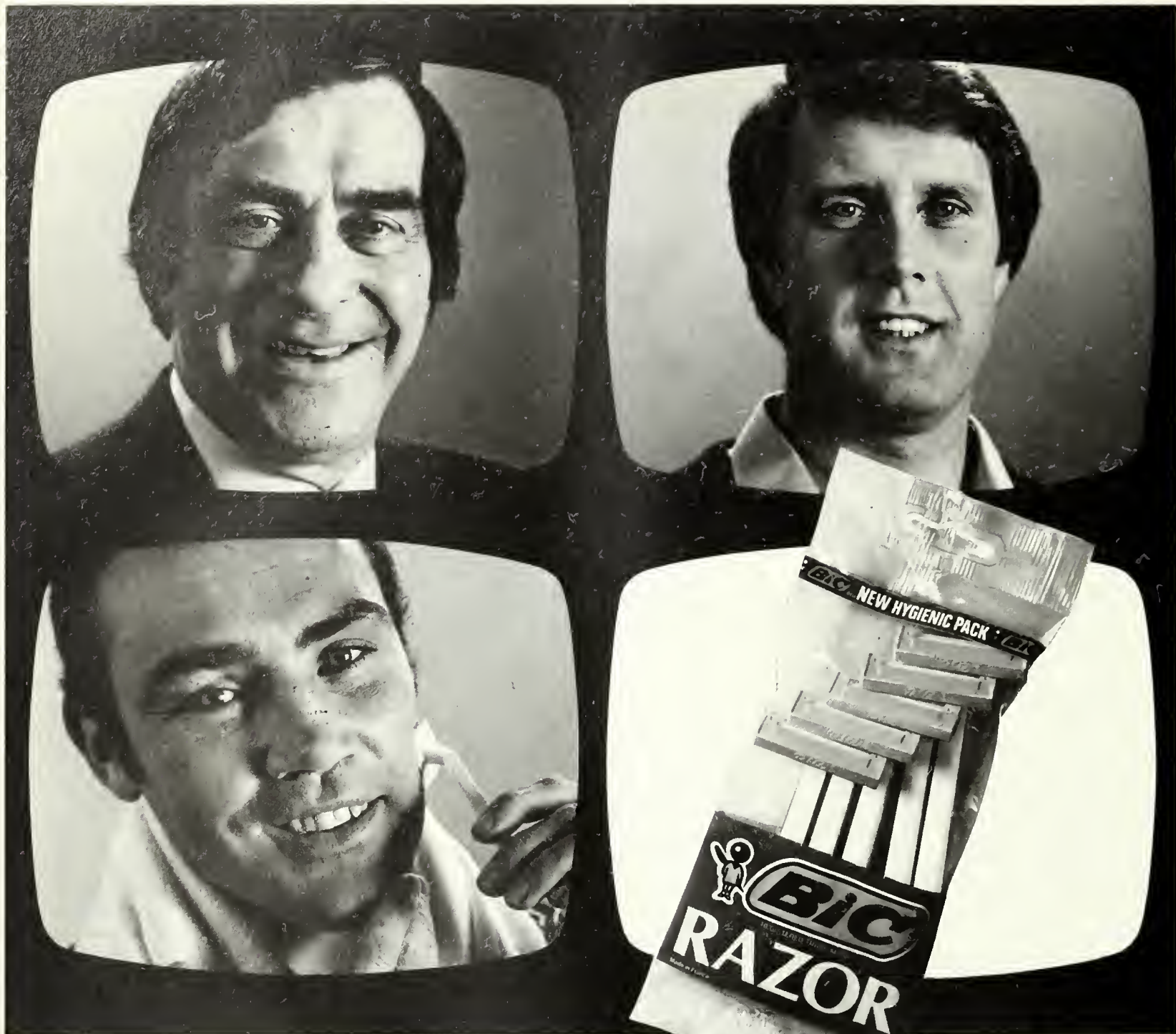
## Bleomycin 5mg

Lundbeck have discontinued their 25mg strength bleomycin ampoules. Wholesalers should have stocks until early April. The 10 × 15mg pack is still available to hospitals. *Lundbeck Ltd, Lundbeck House, Hastings Street, Luton, Beds LU1 5BE.* ■

## Enavid goes

In line with their continuing rationalisation programme, Searle Pharmaceuticals are discontinuing Enavid tablets and the product will not be available after March 19. *Searle Pharmaceuticals, Whalton Road, Morpeth, Northumberland.* ■





# Three faces to remember... ...sales you'll never forget.

Bic Razor, already the top selling disposable on the market, have some powerful promotion lined up for 1982.

Between now and November, millions of TV viewers will be seeing our three new national spots featuring Freddie Trueman, Geoff Hurst and Alan Minter.

They'll also be seeing the Bic name featured prominently on perimeter sites at scores of nationally televised sports events:— football,

rugby, cricket, horse racing and — new this year — athletics.

So you can expect a big demand for Bic in the coming months. Be ready for it. Stock up now. Put Bic on prominent display and give your sales a sporting chance.

**Back a winner — stock up with Bic now!**



**BIC**

**RAZOR**

BIRO BIC LIMITED Whitby Avenue Park Royal London NW10 7SG Tel: 01 965 4060



## Fast colour slide film from Agfa

Agfa-Gevaert are introducing a new emulsion 200 ASA colour slide film, Agfachrome 200, to the trade, and will launch it to the public with a five-month promotional campaign beginning at Easter.

Agfachrome 200 is the fastest slide film they have ever produced, and is said to be unique and superior to other products in its category especially with respect to colour rendition, purity and brilliance. The film (135-36 exposure, £6.62) also has the advantage of being the only process paid 200 ASA colour slide film on the market and this will be an added attraction, say Agfa.

An advertising campaign to launch the film to slide enthusiasts, with full-page colour advertisements, will be appearing throughout the Summer in the photographic Press. A POS package of show material items which can be used in all parts of the shop is available, including a dispenser and display cards with the message: "New . . . and now a 200 ASA slide film with superb colour".

Agfa-Gevaert Ltd, Great West Road, Brentford, Middlesex. ■

## Amplex on the air

Double Amplex mouthwash is to be supported by a £400,000 television and radio campaign. In the London, Central and Southern television areas there are two intensive bursts, the first starting March 8 and running for three weeks and the second in early July. The commercial with a catchy jingle follows a family through the morning routine with the repeated theme "brush and wash up the Double Amplex way." At the end of the advertisement a bottle of Double Amplex bounces off a tiled floor to emphasise the shatter-proof bottle.

A radio commercial is a modified version of the television soundtrack and first transmission will be on March 15 running for five weeks, then on July 5 for four weeks. *Ashe Laboratories, Ashtree Works, Kingston Road, Leatherhead, Surrey KT22 7JZ.* ■

## Spray offer

Replica are currently offering a 13ml handbag-size eau de toilette spray worth £0.99 on all purchases of 30g and 60g perfumes. *Replica, 90 Belsize Lane, London NW3 5BE.* ■



Mr & Mrs Keith Piddington of C.S. Thompson Chemists, Thornton Heath, Surrey being presented with a video recorder — first prize in a recent Vestric / Beecham Proprietaries competition. Pictured are, left to right, Mr & Mrs Piddington, Mr Jim Haggie, manager of Vestric's Footscray branch and Mr Alan Davis, national accounts manager for Beecham Proprietaries

## Timely 'Budget ads' for Tabmint

As the Budget is likely once more to put up the cost of smoking, Radiol Chemicals are launching a Tabmint Press campaign to coincide with this extra incentive to kick the habit.

Several national newspapers including the *Sun*, *Daily Mirror*, *Record*, *Daily Mail*, *Daily Express*, *Star* and *Telegraph* will be carrying Tabmint advertisements on March 10, the day after the Chancellor reveals his Budget. The campaign will continue for four weeks also using the *News of the World*, *Sunday People* and *Sunday Mirror*.

To complement the advertising Radiol have produced a pharmacy display piece which is rigidly laminated so it can be used



as a permanent "no smoking" sign. This features a seroptic on one side (not illustrated) with the image changing from an upright to a stubbed-out cigarette. The display piece is available from *Radiol Chemicals Ltd, Stepfield, Witham, Essex CM8 3AG.* ■

## Sudafed goes OTC

Sudafed tablets and elixir, previously only available in dispensing packs, are being launched in OTC presentations.

Prescription sales rose by 50 per cent last year, the company claims.

One of the benefits of Sudafed is that its systemic action ensures decongestant activity throughout the upper respiratory tract and also avoids possible problems of



rebound congestion and irritation of sensitive nasal mucosa, says the company, adding that the absence of an antihistamine means that Sudafed can be used without causing drowsiness during the day.

Sudafed Tablets (pack of 12, £0.93) are white in colour and coded Wellcome S7A. The elixir (100ml, £1.18) is intended mainly for children, but an adult dose of 10ml three times a day can be taken instead of tablets where preferred. Promotional support includes a free-standing counter card which urges the customer to ask for the pharmacist's professional advice, self-adhesive shelf strips and an introductory offer.

*Wellcome Foundation Ltd, Temple Hill, Dartford, Kent DA15 AH.* ■

## ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

Anadin:	All areas
Bic biro & Bic razor:	Ln, M, Lc, WW
Bisodol:	Lc, NE, Sc, U
Colgate Dental Cream:	All except E
Cosifits:	All areas
Impulse body spray:	All areas
Marmite:	Lc
Oil of Ulay:	All except E, CI
Sanatogen multi-vitamins:	All areas
Simple Soap:	Ln
Unichem baby products:	All areas



## Foot massager from Scholl

Scholl have introduced Feet Treat, a double-layered massage sponge that gives alternative degrees of abrasion. Made of non-resinated plastic fibre, the pad has a white side sprayed with silicon laminated to a yellow side coated with aluminium oxide.

Used with soap and water, the white side gives an invigorating massage and is recommended for use on dry, flaky skin areas. The coarser yellow side is used to remove harder/rough skin, says the company. The sponge will meet the demand for products in two major foot problem areas — to refresh tired aching feet and to remove harder rough skin, they add.

## Larger Benylin goes national

Following the test market of Benylin Expectorant 250ml, Parke-Davis are to make the pack available nationally from March 1, through the new Warner Lambert Health Care representatives (see p416). *Parke-Davis & Co, Usk Road, Pontypool, Gwent NP4 0YH.* ■

## Unichem bottles

Unichem is introducing a 250ml feeding bottle and teats to its range of own brand baby products. The polycarbonate bottle (£0.59) has a smooth neck with no "germ traps". It comes with a Dormal cap teat cover, shrink-wrapped in packs of five at £1.65 (trade). The normal price is £1.85. The latex teats are for standard wide-neck bottles packed in threes (£0.32) in cartons of tens and on offer at £1.73 (trade), normally £1.98. *Unichem Ltd, Crown House, Morden, Surrey.* ■

## New Gentle soap

Crookes Products are to test market a new skincare soap to be known as Gentle. Containing a new ingredient (not previously used in a soap) to prevent the soap leaving a tight, dry sensation on the skin after washing, the brand has been consumer tested by the company — with results that suggest the majority of women will find it gentle on the skin, leaving the face feeling soft and supple after washing.

Test marketing will take place in the Midlands area, and Gentle will be supported by heavy advertising on Central



Advertising in women's magazines will support the launch during April and May plus an introductory 10p-off on-pack coupon and trade offers.

Individual sponges (£0.99) are packed in a carton with see-through acetate window, with six single cartons per display outer. *Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH.* ■

television from April. A special introductory price is available: £0.18 for the toilet size (75g, normally £0.23) and £0.33 for the bath size (150g, normally £0.39). *Crookes Products Ltd, PO Box 94, 1 Thane Road West, Nottingham.* ■

## Bathroom scales offer from Heinz

Heinz Slimway dressing, mayonnaise and soup are being supported by a promotion offering a free set of Salter bathroom scales.

Consumers have to send 15 labels (three of which must be from either salad product and 12 from the soups) together with £1.50 postage, to receive the scales, worth £6.95 at rsp. The promotion is the first joint activity across all Slimway brands and follows the national television campaign for the soups in February. Advertising support for the dressing and mayonnaise will include poster advertising during May and June. Women's and slimming magazines will carry full-colour advertising for the scales offer in March and April. *H.J. Heinz Co Ltd, Hayes Park, Hayes, Middlesex UB4 8AL.* ■

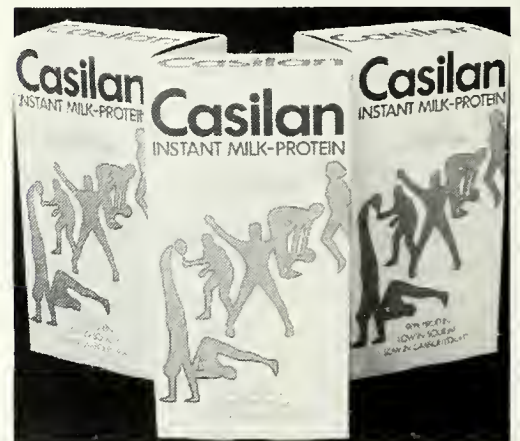
## Yardley additions

The following new items have been added to the Yardley range: Lilac cologne spray (£2.65), talc (£1.35) and soap (75g x 3, £2.70), and in the Second Nature range, a moisturising lotion (100ml, £1.95), day cream (30ml, £1.95), night cream (30ml, £2.50) and liquid foundation (£1.85) in five shades — beige ivory, misty dawn, just almond, autumn blow, and honey charmer. *Yardley of London Ltd, Miles Gray Road, Basildon, Essex.* ■

## Change of image for Casilan

Farley Health Products have revealed repackaging plans for Casilan. Depicting a range of athletic activities, the red, white and blue pack moves the brand away from its purely medical image of the past, says the company, and effectively illustrates Casilan's multiple usership, but is aimed particularly at body builders and athletes.

The new pack includes an increase in size and weight, from 225g to 250g, and in price, from £2.10 to £2.35 (from March 29). The relaunch is supported by a colour Press advertising campaign in specialist sports publications such as *Athletics*



*Weekly, Athletic Monthly, Running Magazine, Health and Strength and Marathon Runner.* The all-year-round campaign starts in April.

Casilan, a 90 per cent protein food derived from milk, is said to be rich in essential amino acids and low in fat and sodium and contains a negligible amount of carbohydrate. It is presented as a light, white, fluffy powder which can be mixed with liquid, sprinkled on cold foods or used in cooking. *Farley Health Products Ltd, Torr Lane, Plymouth PL3 5UA.* ■

## Dayfresh pant liner from Kotex

Kimberly-Clark are launching Kotex Dayfresh panty liners to join their existing Brevia range. The company hopes to expand the pant liner market (currently estimated at 10 per cent of total towel sales), and to gain a market lead by being first with two brands in the sector.

Dayfresh, which retails at £0.30 for ten and £0.75 for 30, will be supported with £500,000 worth of advertising and promotional activity. *Kimberly-Clark Ltd, Larkfield, Nr Maidstone, Kent.* ■



# It's a tough act to follow...

Every year, you sell more Listermint than any other fresh breath mouthwash.

With over 40% of the market\* Listermint is the clear brand leader—despite the imitations which tried to follow our lead....



## ...so we've made it tougher.

Now Listermint sells in new, bigger bottles—made from tough PVC.

In 1982 there's £600,000-worth of new advertising that, like Listermint, really works. Your Listermint customers can save up to £100 off their next holiday, too! Which makes it very tough for the imitations.



## Successful control of worms in horses

by R. M. S. Neave, MC, MRCVS

All types of horses are infected with many worm species, which can damage or alter most bodily systems.

Every horse is infected, and contamination is continuous. Opportunities for infection are ample. Eggs and larvae survive for weeks — even years — in dung, soil, pasture and stable. Horses become infected by ingestion of eggs or larvae while grazing, feeding and drinking.

The adult worms may live for months and occasionally longer. Their life cycles are complex and often involve extensive migrations, no two worm species having exactly the same life cycle. Considerable damage is caused by migrating larvae, which are not vulnerable to conventional anthelmintic treatment, unless special programmes of control are instituted.

How do worms find their way into various organs? We must start with the adult female worm, who lays the eggs. The eggs pass out with the horse's faeces and begin development. The speed with which development proceeds depends on both temperature and humidity. Under the most suitable conditions the eggs hatch in a day or so and the first stage larvae are released.

First stage larvae feed on the bacteria which abound in faeces and because they

are very active they can move the faecal mass in the thin layer of moisture between particles. After a short period of feeding and growth the larvae become almost inactive and they shed their outer skins (moult).

Following the moult the larvae, which are now called second stage, feed for a further period and then undergo another moult to produce third stage larvae. In this case, however, the skin, which should have been thrown off, is retained as a protective outer coat. The mouth of the sheath is sealed when it is replaced by the new skin so that third stage larvae are not able to feed. They must therefore exist on the food stores built up during the earlier stages.

Third stage larvae are also known as infective larvae because only at this stage are they ready to proceed with the rest of their development, within the horse. First and second stage larvae which gain entry to a horse are unable to complete development and therefore die. All three stages must develop outside the horse in what is known as "the free-living stage". The further development within the horse is known as "the parasitic stage".

Using their food stores to produce energy, third stage larvae leave the faecal mass during damp periods by swimming

in thin films of moisture. In the same way they move from ground level up blades of grass, usually early in the morning before the sun dries the dew. Once on the blades of grass the larvae are in the perfect position to be swallowed when the grass is grazed.

When swallowed by a horse the larvae reach the stomach and further development commences when they exsheath or cast off the outer coat. A period of feeding and development follows leading to a further moult from which emerges the fourth stage larvae. Fourth stage larvae continue feeding and development and proceed through a final moult to produce the pre-adult stage. At this time the larvae are small adults with reproductive organs not yet fully formed, but males and females can be distinguished. The immature worms grow to adult size as their reproductive organs develop and once the process has been completed the females are capable of producing eggs.

Before discussing control we should find out what sort of worms infect our horse and in what numbers (see Table 1). It is also important to know something of the diagnostic methods.

The pathogenicity of the different species varies enormously and is related to life cycles. By far the most important to the foal are the Ascarids and the large Strongyles. The former can cause serious disturbance to lungs and in the physical interference with digestion, whilst the latter, Strongyles, will cause gross anaemia from their blood sucking "carnivorous" attributes, as well as serious damage by migrating larvae.

Tapeworms and bots are at the lower end of the pathogenicity scale, many parasitologists suggesting that they simply have a food-sharing effect. Nevertheless, it must be remembered that the parasitic worm burden of whatever species not only removes vital food sugars and proteins but also causes a serious drain on vitamin and mineral resources of the host.

It is the clinical appearance which will provide the experienced horseman with the clues to worm burdens. Coughing, anaemia and colic are all chronic indications of a present or past worm burden. A precise diagnostic technique used by the veterinary surgeon and laboratories is the McMaster Test. Here, a measured volume of faeces is treated to liberate its eggs. A sample placed on a slide will provide a visual egg count and, when converted, gives an answer in eggs per gram of faeces. However it requires experience to use the answers to this test correctly.

How can an effective control of the worm burden be achieved? To control adult worms in the gut and their tissue migrating larvae might, at first sight, seem

Table 1. Some parasites found in horses

Worm species	Predicted site	Numbers that could be found in the untreated horse
Large roundworm ( <i>Parascaris equorum</i> )	Small intestine	up to 500 in foal few or nil in adult
Large redworm (Strongyles)		
( <i>Strongylus vulgaris</i> )	Large intestine	up to 700
<i>Strongylus edentatus</i>	Large intestine	up to 100
<i>Strongylus equinus</i> )	Large intestine	tens
Small Strongyles	Large intestine	up to 2,000
( <i>Trichonema</i> spp)	Large intestine	up to 3-400
( <i>Triodontophorus</i> spp)	Large intestine	up to 3-400
Whipworm ( <i>Oxyuris equi</i> )	Posterior large intestine	adult worm up to 300 immature up to 3,000
Small stomach worms		
( <i>Trichostrongylus</i> spp)	Stomach	up to 3-400
Tapeworms ( <i>Anoplocephala</i> )	Large intestine	hundreds
Bots ( <i>Gastrophilus</i> )	Stomach wall	hundreds
Lungworm ( <i>Dictyocaulus arnfieldi</i> )	Lung, bronchi	thousands uncommon in the horse more common in donkey

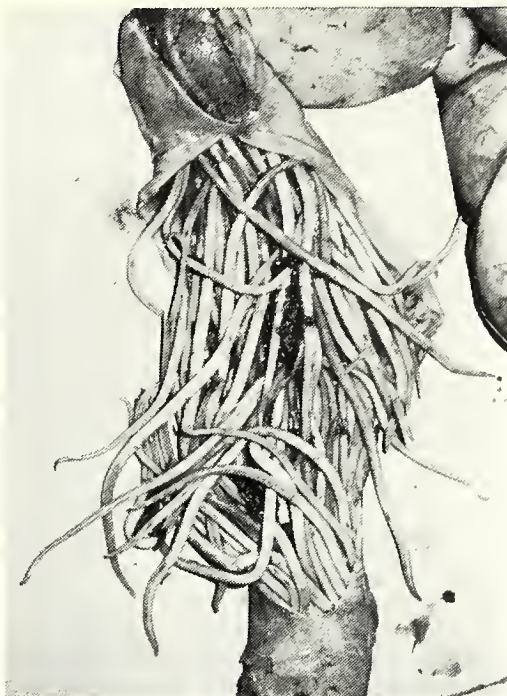


easy. Unhappily it is not. There are many factors involved and we should look at some of these:

1. There are many different species of worm, each with a different life cycle. For example, species by species the prepatent period (that period from the entry of infective larva to the time that larva produces eggs) varies widely. The migrating larval stages that have removed themselves from the gut into other tissues may not be easy to treat and be in sites not affected by drugs.
2. The efficiency and safety of anthelmintics may vary — some being good for some species and less good for others.
3. The cost to the owner — many owners will buy the cheapest (but less effective) wormer. The spectrum of activity of wormers can differ widely, and as in all things the cheapest is seldom the best.
4. Care to follow manufacturers' instructions and advice is frequently neglected. It is important to observe and read carefully the instructions on the label and in the literature. Get the dose right, use the correct method of administration, dose at the correct intervals and dose all animals at the same time. These are some of the basic rules, and are the result of considerable research.

Because the prepatent periods of most of the equine parasites are slightly greater than 6 weeks, the interval between dosing should not be greater than that time. If all horses are so treated then the egg contamination of those areas grazed will be kept at a minimum. This aspect is a very strong reason for precise and regulated dosing regimens. Here are some factors that influence successful worm control:

1. Foals need dosing at 7-10 days old, directly they start nibbling grass, and thereafter at 4-6 weeks until 2 years old.
2. Mares in foal should be dosed at least twice before foaling, then strictly at 6-weekly intervals, both to lower the contamination of grazing and to reduce the foal level of infection.
3. Horses kept alone or extensively grazed may have the period of dosing slightly widened to 8 weeks. This is simply an economic factor, where the burden may be lower.



*Parascans equorum*

4. Generally, dose all horses in a group at the same time.
5. If the same wormer is used constantly, change to a different chemically unrelated drug on at least 2-yearly occasions. This will help to prevent drug tolerance in the parasites.

Finally, then, what drugs to control worms should be used? The choice is wide and most modern wormers are safe and effective. The person who is best qualified to assess the conditions and the wormer is a veterinary surgeon, so unless you are experienced, ask his advice. Table 2 gives a list — not entirely complete — of wormers in current use, and their spectrum of activity.

The ultimate control of worms in horses depends on knowledge and understanding, so at least follow the instructions of the veterinary surgeon and the manufacturers' leaflets. In so doing the control of 90 per cent of the worm burden and a great deal less pasture contamination will be achieved. To assist, Table 3 shows a programme based both on intensive and extensive grazing. Follow this routine and horses will remain in far better condition, and fit for work.

*Table 2, listing activity of wormers, is on p402. ■*

**Table 3. Worming programme**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<i>Intensive</i>												
<i>Grazing</i>												
High dosing			1st	14th		1st	14th		1st	14th		1st 14th
6-week interval			*	*		°	°		*	*		* °
<i>Extensive</i>												
<i>Grazing</i>												
Low dosing			14th		14th		14th		14th		14th	14th
2-month interval			*		°		°		*		*	*

\* a wormer to suit your situation. ° chemically unrelated wormer

# IT CHEERS THE CHESTIES



## Benylin<sup>\*</sup> Expectorant

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Ammonium Chloride Ph Eur, Sodium Citrate Ph Eur, Menthol B P  
Product Licence: 0018/5090

Parke Davis & Co., Pontypool, Gwent NP4 0YH

Further information and data sheet available on request.

\*Trade mark R82156



## Starting an 'ag and vet' department

Mr Thomas Jeary, MPS,\* who has over 20 years experience of "ag and vet" pharmacy, describes how — with correct planning — this way of life can offer "something more than the monotony of average pharmacy existence."



*\* Mr Jeary has spent a lifetime in pharmacy — since 1930 — and started an "ag and vet" department in his Calne, Wiltshire, pharmacy in 1961. He moved to separate premises three years later, calling it the Agricentre. He now also owns Agricentres in Salisbury and Yeovil. He is a past chairman of the British Distributors of Animal Medicines Association Ltd and is a member of its council.*

One essential to remember when starting an "ag and vet" department is that you are dealing with well-informed customers who have practical experience. You should, therefore, have some elementary knowledge of farm animals and crops — knowledge which can be supplemented by reading the farming Press and manufacturers' literature. You should also know where to turn for professional expertise.

The first aspect to consider is your premises. Have you a small area of the shop which can be set aside for agricultural purposes? Have you storage facilities which are not likely to be outgrown within five years? Is there reasonable access both for receipt of goods and customer loading? If your premises are not adaptable, look

elsewhere or give up the idea. Display area is less important because its extension is unlikely to be necessary before you have overloaded your storage and transport facilities.

Consider your location. Easy accessibility for farmers is vital and local markets vary in business importance throughout the country. Find the nearest ones, walk round the town on market days and assess in-market competition but don't be put off by opposition. If they can do it, you can do it better, particularly if they are not pharmacists.

Study the types of farming in your area. Get an Ordnance Survey map 1:50,000 and look round your district to a radius of 10-15 miles. The Ministry of Agriculture, Fisheries and Food publishes useful maps, colour-coded to indicate the

size and type of every farm, but roads and towns are omitted. In most areas the 10 mile radius will produce 100 potential customers. If too much of this is occupied by woodland, urban development or water, you are in the wrong position.

**Table 2. Spectrum of wormers**  
*Continued from p401*

Drug (Trade name in brackets)	Ascarid large roundworm	Strongylus spp, large redworm	Trichonema Triodontophorus, small Strongyles	Oxyurids whipworm	Tricho- strongylus S. stomach worms	Ano- plocephala tapeworms	Gastrophilus Bot	Dictyocaulus arnfieldi, lungworm
Thiabendazole (Equisol)	1	3	3	3	3	0	0	2**
Dichlorvos (Equiguard, Astrobot)	0	3	2	3	3	0	3	0
Haloxon (Equilox)	3	1	2	3	3	0	2	0
Fenbendazole (Panacur)	3	3	3	3	3	1	0	3
Pyrantelmonate (Strongid)	3	3	3	3	3	0	0	0
Oxfendazole	3	3	2	3	3	2	0	3
Mebendazole (Equivorm plus, Telmin)	3	3	3	3	3	2*	0	2*
Piperazine (Coopane)	3	1	2	2	3	0	0	0

3 = very effective, 2 = effective, 1 = erratic, 0 = not effective

\*\* at four times recommended dose, \* use at twice recommended dose for 4-5 consecutive days.



Call the National Farmers Union county headquarters and inquire about joining. They publish a monthly news booklet which should be studied to familiarise yourself with local personalities, events and methods.

With all this information you should be able to assess your immediate area, from smallholdings to large estates, from poultry units to heath and woodland. Throughout the regions, different types of farming may vary slightly in order of importance to the distributor. A reasonable guide would be dairy first, followed in order of importance by sheep, beef cattle, pigs, poultry and horses. The place of arable and market gardening products would depend on the extent to which you wish to become involved in crop protection chemicals. They appear to be a natural for pharmacists and the turnover is high, but margins are minimal. In an attempt to improve the latter, cut-price imports are increasing and, at the other end of the scale, an effort to enforce a "closed shop" under BASIS (British Agrochemicals Supply Industry Scheme), a voluntary scheme for manufacturers and distributors of agricultural chemicals.

So far, your study will have cost some time and effort but little hard cash. Now, depending on your assessment of the local animal population, select a range of medicinal products. Small quantities will suffice at first as it is unlikely you will be able to compete on price for the large orders in your early months. This may cost around £2,000 and your return may not be greater than 13 per cent. But, unlike conventional pharmacy, each farmer you win can represent hundreds or thousands of pounds of business per annum.

There are no wholesale organisations to deliver daily free of charge, but it might be possible to set up some "cash and carry" arrangement with a not-too-close distributor.

The step into agricultural pharmacy is the start of a long-term, interesting and rewarding development. Choosing stock is not just a matter of deciding which will be this winter's major cough remedy.

When selling, there are two basic differences from conventional pharmacy. All prices are quoted without VAT and a VAT invoice must be given for each transaction. As always, personal service is best and you will soon become involved in the discounting which is so dear to the farmer's heart. Monthly accounts may soon become necessary and here it is most satisfactory to invoice the farmer at full retail price and make the agreed discount dependent on settlement by the end of the following month. This should be included in your printed terms and conditions of sale, as should your method of dealing with the inevitable returns (eg, a re-stocking charge).

At this stage the amount of the discount depends on several factors. You might have a recommended discount of 15 per cent but not expect to hold it in all cases. For pharmacists regarding "ag and vet" as additional turnover without it

sharing in the overall expenses of the business, then a final margin of 10-15 per cent may seem acceptable. But if "ag and vet" becomes significant and attracts additional overheads it is difficult to return to profitability at these margins.

The more cautious may need one or two years to judge the possibilities of this venture and by this stage the costs of stock, printing and advertising in the NFU journal (the Pharmaceutical Society's code of ethics permits canvassing for animal medicines) will not have been prohibitive. The future depends largely on the extent to which you have become hooked on this way of life and the fact that it offers something more than the tedious monotony of average pharmacy existence.

If you decide to develop your business, look for outside representation because you are never into this job properly until you have someone at the farm gate regularly. This is, of course, a big step forward. To employ a representative with a good farming background, plus car costs about £10,000 a year. With proper control, he could do his own deliveries. This is primarily a service industry but one in which the technical background of pharmacist control is appreciated.

Canvassing is difficult unless you employ a full or part-time representative. At the beginning, a simple leaflet announcing your arrival and the range you offer could be delivered to your list of farmers obtained from maps and the "yellow pages". I strongly believe that the pharmacists' role in this area is product knowledge, administration and accessibility. It is not the job of a professional to knock on doors and solicit orders.

Separate accounting should be eventually introduced, with an "ag and vet" profit and loss account within the original business to include direct and indirect costs, debtors, creditors and stock. Stock, both in quantity and range, will increase rapidly and it may be necessary to subsidise the operation in the first year but, at least, you will have broken out from the confines of the dispensary and the constant haggle with the Department of Health to make an extra penny from others' misfortunes. ■

## Information sources

The National Pharmaceutical Association publishes an "Agricultural and Veterinary Handbook" which gives further guidance on setting up an "ag and vet" business, the legal aspects and lists of suppliers.

The Pharmaceutical Society's Agricultural and Veterinary Pharmacists Group can also offer assistance. The Society organises a year's course leading to a diploma in agricultural and veterinary pharmacy; the next one starts January 1983. ■

# IT TACKLES THE TICKLIES



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Parke-Davis & Co., Pontypool, Gwent NP4 0YH

Further information and data sheet available on request.

\*Trade mark R82156



## How, when and what to advise on pet health

by Sherley's consultant veterinary surgeon Ashe Laboratories Ltd, Leatherhead, Surrey

At present when prices are escalating and veterinary fees are rising correspondingly, pharmacists will probably find that they are increasingly being asked to recommend treatment for dogs and cats. While it goes without saying that no reputable pharmacist would intentionally offer diagnosis or treatment (which they are prohibited from doing under the Veterinary Surgeons Act 1966), I would like to outline some of the pitfalls which may await the person who intends only to offer sensible advice, and also to point to the very positive contribution that the pharmacist can make towards animal health.

To start with the negative side first: many of you will have met the situation where a customer comes in for a

proprietary cold remedy for himself and says something to the effect that the whole family has had the infection "and now the puppy seems to have caught it". This is a danger signal; dogs do not suffer from the common cold virus, and what appears a simple condition may well be the commencement of distemper virus complex infection, requiring urgent veterinary treatment.

The same rule applies to the sneezing cat who may be incubating "cat flu". Fortunately vaccination against the major virus diseases of pets is now much more widely accepted, but it tends to be those people who have neglected these sensible precautions who come in to ask for an instant over-the-counter cure. In the same context one should be cautious about dogs

which are showing symptoms of sickness and diarrhoea. It may well be a simple dietary matter which would respond to fasting for 24 hours, but equally it could signal the onset of an outbreak of *Parvovirus* infection a recently recognised disease which has reached epidemic proportions in some areas.

Ear troubles are common in dogs and may be the result of ear mites, which usually respond well to one of the reliable proprietary ear treatments. However the sudden onset of irritation or pain affecting the ear, especially during the summer months may be due to the presence of a grass awn in the ear, a quite serious condition, sometimes requiring a general anaesthetic for removal.

In other words in almost all cases where a pet is showing signs of illness or pain, even if apparently trivial, the best advice must be "go to your own veterinary surgeon or nearest animal welfare clinic and get a professional diagnosis. We will then be pleased to supply the drugs that are prescribed".

And now to deal with the more positive side of the picture. Dogs and cats bring an immense amount of pleasure into the home as pets and companions, especially where there are children, or lonely old people, but regrettably there is also a strong "anti-dog" lobby which represents all animals as a dangerous source of disease. The pharmacist has an

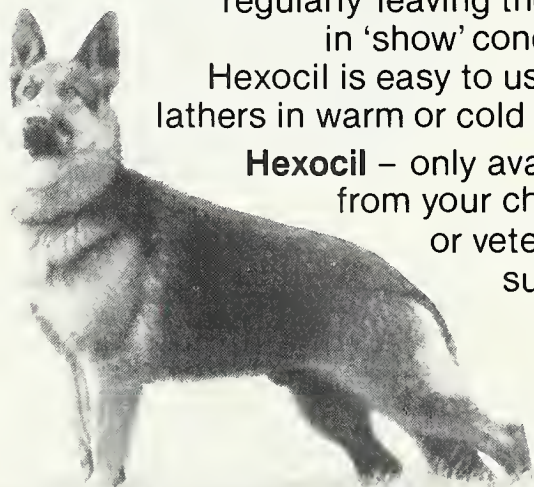
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Telephone Pontypool (04955) 2468  
Telex 498647

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-D-254-TCA

Photo courtesy  
Ashe Laboratories





active role to play here in making the public realise that a clean, well cared for, parasite-free pet is not only a happier animal but is also unlikely to be a danger to others. Communicable diseases certainly do exist, but their probability can be minimised by proper attention to hygiene and preventive treatment.

The two main areas where helpful advice and guidance can be given are in the field of ectoparasites and endoparasites: effectively in this country, roundworms, tapeworms and fleas. Worms in pets have always been an area of concern to owners, probably out of proportion to the amount of illness which they cause to the animals, but recent research into the condition known as "visceral larva migrans" (caused by the larva of the dog ascarid) and the great publicity that it has received in the Press has perhaps justified this anxiety, and even made parents reluctant to buy dogs as pets for their children.

It is worth pointing out that while some risk always exists when children play in parks and fields where roundworm eggs may be shed by dogs, the risk is not increased by keeping a pet that is kept free from parasites by a proper regimen of treatment. Most of the reputable brands of roundworm treatments are palatable and easy to administer. Advice can be given on the need for a continuing programme of treatment which should be rigorously adhered to until the dog is 18 months old. After this the risk is much less, since any remaining worms tend to become encysted in the muscle, and treatment can be reduced to 6-monthly intervals as a precaution.

The subject of roundworms brings us to another "grey area" between the work of the pharmacist and the veterinary surgeon. Roundworms, unless present in very large numbers or complicated by bacterial infection, rarely make puppies ill so if an owner requests worm tablets for a puppy which seems unwell it is wiser to advise him to seek veterinary advice first.

It is worth pointing out to pet owners that the fact that worms are not shed after treatment does not necessarily mean that the dog is free from worms, or that the treatment is ineffective. Roundworms migrate during their life cycle through the animal's body, and only the fully mature worms present in the alimentary tract will be affected by the treatment.

Tapeworms are probably of less significance since they are not (in the majority of cases) communicable to man. They tend to occur most commonly in adult animals, and the presence of the actively moving "rice grain-like" segments observed in the faeces of the animal or worse still on the carpets makes diagnosis easy. Treatment on the other hand is often difficult, and if proprietary medicines fail to produce a cure the owner should be advised to consult a veterinary surgeon, since some effective treatments are now available for administration under veterinary supervision.

It is especially important to stress the possibility of re-infection. Fleas are by far

the most important intermediate hosts of the tapeworm, and unless these are controlled re-infestation will soon occur. Equally the tape worms may be transmitted by the animal eating dead mice or rabbits, and in this case prevention is less easy.

The subject of fleas brings us to the field of ectoparasites, and this is probably the largest veterinary products market within the sphere of the pharmacist. While ticks and lice may be a problem in some country areas, fleas are certainly the main subject of concern to most urban pet owners. At one time flea infestation was mainly of interest in the summer months, and it can still reach epidemic proportions in a hot August or September. However, thanks to central heating, fleas flourish and can make a nuisance of themselves all the year round.

Dog and cat fleas are not entirely specific to their individual hosts, and will occasionally bite humans, but this is fairly uncommon unless there is heavy infestation in carpets, furniture etc.

A large selection of products are available to combat the problem. Powders are usually the safest and most convenient treatment for young puppies and kittens, but they are often disagreeable to use and rather transient in effect. They should always be clearly labelled to indicate that they are safe for use in cats as well as dogs. Shampoos with an insecticidal base work well for dogs and are usually popular with owners.

However, to give any really permanent protection against fleas and other ectoparasites insecticidal collars appear to lead the field. These have been widely used for many years in the USA and are well accepted by the public. However it is important that they should be used strictly according to the manufacturer's instructions, since a few cases of adverse reactions have been reported in this country. If the owner notices any sign of local irritation or general malaise in the animal the collar should be removed at once. Such symptoms are usually seen within 24-48 hours of the pet, usually cat, first wearing the collar.

Finally within the range of positive health measures which the pharmacist can supply are the various vitamin and mineral preparations formulated specifically for pets. An adult dog which is receiving a good balanced diet should not require a vitamin supplement, but not all owners are aware of a dog's feeding requirements, and a well balanced nutritional supplement may well provide a safety net. These products also have a part to play for the young growing animal, pregnant female, or for the old or debilitated pet. But vitamins are not necessarily good in excess and judgment should be exercised in recommending them. Other important products for the nursing bitch or young puppy are the dried milks formulated for pet use and which are also excellent foods for the convalescent pet.

Good judgment is probably what the

*Concluded on p409*

# IT COMFORTS THE KIDDIES



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## A cattle product for all seasons

*Last Autumn MSD Agvet, a division of Merck Sharp & Dohme Ltd, announced a "major breakthrough" with the launch of Ivomec (ivermectin) which controls most parasites in cattle with a single injection. Here, the company explains which parasites cause problems and how Ivomec works*

During the past 25 years there has been significant progress in the control of parasitism and, in the UK and Ireland the main cattle parasites can now be identified quite specifically. Among the internal parasites, two predominate: *Ostertagia* and lungworm.

*Ostertagia* is regarded as by far the most dominant and the most important of the stomach and gut roundworm species. The larval stages developing in the worm's life cycle tend to reach peak activity during the summer months building up abnormally high pasture "counts" in July — hence the phenomenon, "the mid-July rise".

*Ostertagia* is also responsible for the condition now referred to as Type II ostertagiasis. The fourth stage larvae, instead of continuing normal development to the adult forms, burrow into the gut wall and become dormant. This stage of inhibition or hibernation often extends from the late Autumn to March / April when the larvae suddenly emerge causing severe damage to the gut wall.

Lungworm has been well recognised for a number of years. This is a parasite of the roundworm family but has an extended life cycle passing at one stage through the lungs causing parasitic bronchitis. The problem usually peaks in late summer and autumn.

A third important internal parasite is the liver fluke, but as ivermectin has no activity against it, separate treatment is necessary. One of the most widely used flukicides is rafoxanide, sold under the trade name of Flukanide both as a drench and in injectable form.

*Left to right: Roundworms, lungworms, warble fly (grub), sucking louse, sarcoptic mange mite*

The most common external parasitic problems in cattle are warbles, lice and mange. Thanks to statutory regulations to control warble fly, its incidence is gradually reducing although there are some areas of the UK, particularly in the west, where infestations are still prevalent. Lice on the other hand are common and well recognised pests, particularly where cattle are intensively housed. Mange is a less widespread problem although it would appear that this parasite does not receive enough attention and is often "blanketed" alongside ringworm and other non-specific skin conditions. The very fact that ivermectin is so effective against sarcoptic mange mites, has sparked off a keen interest to diagnose and control this parasite.

So much for the parasites; now a word about the treatment. Ivermectin is a modified derivative of a new group of chemicals known as the avermectins, derived from a naturally occurring fungus discovered in Japan in 1975 from a soil sample, and as part of the company's international chemical screening programme. It was selected primarily for its high potency, efficacy and safety.

Ivermectin paralyses and ultimately kills parasitic nematodes, arachids, and insects by a unique effect on their nervous systems. At therapeutic doses, ivermectin has no effect on cattle since it does not readily penetrate their central nervous systems. This gives an excellent safety margin. Ivermectin is unrelated structurally to any of the currently available parasiticides. Studies have indicated that because of this and its unique mode of action cross-resistance does not occur.

Ivomec gives virtually 100 per cent kill of the major parasites in cattle, ie not only the gastro-intestinal roundworms, including inhibited *Ostertagia* larvae and lungworms, but also warbles, sucking lice and sarcoptic mange mites — all at the low dosage of 200mcg per kg bodyweight. Because of its overall activity against internal and external parasites Ivomec is described as a parasiticide and therefore differs from products with limited activity, such as anthelmintics, warblecides, and skin dressings.

Ivomec is formulated as a 1 per cent sterile injectable solution at a

recommended dosage for cattle of 1ml per 50kg bodyweight. It is packed in 50ml and 200ml polythene bottles. Experience has shown that injection is the preferred method of administration for cattle.

The level of interest from veterinarians, farmers and animal health distributors has been outstanding, and has been reflected by the sales of the product which is well on the way to becoming market leader. With such a broad range of activity, Ivomec fits into most of the annual parasite control programmes and is indeed a product for all seasons. ■

## Treating pregnancy toxaemia in ewes

Pregnancy toxaemia in ewes — or twin lamb disease — is a metabolic condition that may be precipitated by the increased demand of carrying multiple lambs.

Loss of appetite is an early symptom but at this stage it may be difficult to distinguish pregnancy toxaemia, which is a hypoglycaemic condition, from hypocalcaemia and hypomagnesaemia. The two latter diseases may be corrected swiftly by a subcutaneous injection of the appropriate mineral. In hypoglycaemia, the low blood sugar level results in incomplete metabolism of fats and production of ketones. Hence, a diagnostic feature is the smell of acetone in the blood and urine.

Giving sugars by mouth is ineffective and even intravenous glucose can be unreliable. A more useful method is to generate glycogen by giving propionic acid precursors such as monopropylene glycol or glycerine. A copper salt is added to close the oesophageal groove so that the product bypasses the rumen where it cannot be absorbed into the blood system.

This is the rationale behind the pharmacy only product Winlam. Administration is recommended at the first sign of the disease for, apart from the increasing difficulty of saving the ewe as the disease progresses, the toxaemia is passed to the unborn lambs which will die *in utero* even if the ewe is saved. Winlam is packed in single dose bottles (12, £10.44 trade subject to 5 per cent monthly account; carriage paid for 24 or more). *Hodges & Moss Ltd, Harlescott Lane, Shrewsbury, Salop.* ■





## Some suppliers

**Centaur Services Ltd**, Centaur House, Torbay Road, Castle Cary, Somerset BA7 7EU. Specialist veterinary wholesaler. Will supply Prescription Only or veterinary restricted items only on production of a valid prescription or signed order. Normal trade prices plus carriage and packing. Terms monthly.

**Chemvet Wholesale Ltd**, c/o T.G. Jeary Ltd, Agricentre, Station Road, Calne, Wilts. Animal medicines, dairy hygiene products, milking machine spares, feed supplements and additives, farm chemicals and pesticides, farm and stockman's equipment, protective clothing. Pharmacists are advised to visit the Agricentre (also at Ashley Road, Salisbury, and Oxford Road, Penn Hill, Yeovil) to discuss products and terms for quantities. Small orders charged at wholesale price (usually retail less 25 per cent) with 5 per cent discount for cash. Delivery can be arranged but a charge may be necessary depending on size.

**Cox & Robinson (Agricultural) Ltd**, The Creamery, Brackley Road, Buckingham MK18 1JD. Equine anthelmintics. Wide range of veterinary medicines and hygiene products. Minimum order £20.

**Crown Chemical Co Ltd**, Lamberhurst, Kent TN3 8DJ. Wide range of veterinary medicines and animal health products for cattle, horses, pigs and sheep; dog and cat wormers.

**J.M. Loveridge Ltd**, 6 and 8 Millbrook Road East, Southampton SO9 3LT. Manufacture and distribute Chelidon Co elixir, citrazine powder, Dystakol barrier cream, Kaosal, linctus morphinae co (veterinary), wound powder. No minimum order but those less than £50 subject to carriage charges unless within delivery area. Also have a more extensive range of veterinary products distributed by Duphar Veterinary Ltd, West End, Southampton, and suggest the following as suitable for pharmacy sale: BCK Granulation, Chelidon co tablets, citrazine tablets, Dermanex ointment, vitamin E tablets.

**Macarthys Ltd**. The following are stocked at most depots: Crown Chemical's Equilox, Equivurm Plus and Plus paste, Telmin; MSD's Equizole pony paste, powder and feed pellets, Thibenzole paste; Pettifer's Frisk horse wormer and pony wormer; Spencer's Ruby horse wormer; Day, Son & Hewitt's Multiwurma; Hoechst's Panacur 10. Other animal health medicines are stocked according to local demand or will be obtained on request.

**Reynolds & Lewis (Animal Health) Ltd**, 282 Lymington Road, Highcliffe, Dorset. Anthelmintics and Sherley's dog and cat range. Split outers and opening orders on a "sale or exchange" basis supplied. Minimum parcel £50. Willing to offer advice and answer technical queries. "Mini trade show" planned for the end of March in Southampton.

**Ridley (Wholesale Chemists) Ltd**, PO Box 25, Nicholson House, Burgh Road, Carlisle CA2 7ND. Wide range of veterinary "ethical" and GSL items. Covering northern England, south-west Scotland and Scottish border areas. No minimum order terms. Delivery service. Settlement discounts.

**L. Rowland & Co Ltd**, Dolydd Road, Wrexham, Clwyd. Wide range of animal medicines. No minimum orders or delivery charges.

**West Midland Veterinary Supplies Ltd**, Burway Trading Estate, Ludlow, Shropshire SY8 1DW. Veterinary wholesalers stocking "all drugs used by members of the veterinary profession". ■

### Pet care/concluded from p405

general public expects from someone with a pharmacist's training. This can best be demonstrated by educating dog owners in

a programme of positive health and hygiene for their pets, and in advising them when illness occurs to seek veterinary help promptly. This will enable them to obtain the best results from the modern methods of diagnosis, and from the drugs which are now available to combat disease.

The Pet Health Council, Walter House, 418 Strand, London WC2R 0PL and Sherley's Pet Care produce a range of advisory leaflets to supplement your over-the-counter advice. ■

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# A DECONGESTANT...

*more reliable than a spray*

*When your customers need relief from the miseries of nasal congestion, they may often resort to nasal sprays, drops or inhalants. But now there's a new OTC alternative - SUDAFED.*

*You can counterprescribe SUDAFED Tablets or Elixir with confidence. Why?*

## Proven Effectiveness

SUDAFED's formulation is simple - its only active ingredient is pseudoephedrine. But its effectiveness is beyond doubt - that's why its prescription sales have risen 50% in the last year. SUDAFED is convenient too. It has a simple 3 times daily dosage, takes effect within 30 minutes and provides sustained relief - for up to six hours.

## Greater Accuracy

Topical preparations, by their very nature, have a limited penetration into the upper respiratory tract. However, SUDAFED's systemic action ensures decongestant activity right where it's needed - the engorged tissues and blood vessels beyond external reach.

As an oral decongestant, SUDAFED also offers more accurate dosage control than do topical preparations.

## More Reliable

SUDAFED provides a more reliable answer to congestion. Pseudoephedrine has very few side-effects, and there is no antihistamine to produce possible drowsiness.

SUDAFED also avoids the problems of rebound congestion and irritation of sensitive nasal mucosa, often associated with topical treatments, and which tend to cause further discomfort rather than bring relief.

## Simple Sense

Does it make sense to introduce another OTC decongestant? Perhaps not, but then SUDAFED is not **just** another OTC decongestant.

Besides the benefits we've already indicated: SUDAFED features the Wellcome name and distinctive unicorn, already displayed on a whole range of successful OTC medicines with over a decade of progress behind them.

SUDAFED offers the security of a pharmacy-only product - and the benefits of Wellcome support and attractive bonus terms.

And of course the SUDAFED packs are simply convenient to counterprescribe.

SUDAFED - Elixir 100ml and 12-Tablet packs - two new OTC presentations designed for the needs of the retail pharmacist.

# SUDAFED\* - *simple but effective*

Pseudoephedrine Hydrochloride BP

\*Trade Mark

Wellcome Consumer Division, The Wellcome Foundation Ltd., Crewe, Cheshire.





# We've found more ways to run rings around the competition

Following direct requests from Dentists, Sensodyne are introducing two important new additions to the range. Both offer major benefits over the competition.

Sensodyne's new DENTAL STICKS are extra-fine with a unique ski-shaped end designed to avoid damage to delicate gum tissue.

New Sensodyne DISCLOSING TABLETS are pleasant-tasting and simple to use. Unlike other disclosers, they effectively reveal plaque without discolouring the rest of the mouth.

This attractive display unit is completed by Sensodyne Dental Floss.

All three products are on special bonus offer, right now. Each one is the most heavily promoted brand to Dentists in its own category. That means there's bound to be plenty of professional recommendation and a great deal of customer demand.

Contact your rep or ring us direct at Hatfield 61151.

## Sensodyne

**Simply the best aids to oral hygiene**

Stafford-Miller Ltd., Professional Relations Division, Hatfield, Herts. AL10 0NZ.

## Sensodyne

**Simply the best aids to oral hygiene**

**Sensodyne Dental Sticks**

Extra fine for effective plaque removal.

**Sensodyne Disclosing Tablets**

Reveals plaque then rinses away.

**Sensodyne Dental Floss**

Wide spreading and lightly waxed.

Stafford-Miller Ltd., Hatfield, Herts. AL10 0NZ





## GMSC move to reduce the two mile limit rejected

A move by the General Medical Services Committee to reduce the two mile limit to one mile, in Northern Ireland, has been rejected. At the February meeting of the Council of the Pharmaceutical Society of Northern Ireland the secretary was instructed to reply to a letter from the GMSC that the Council could not give its approval to the change proposed.

The letter from the GMSC's Northern Ireland Branch, British Medical Association said the dispensing doctor's sub-committee had unanimously decided that part of an agreement reached with the Northern Ireland General Health Services Board in 1957 should be amended by reducing the two mile limit to one mile.

The proposal stated: "No dispensing patient residing within one mile of a chemist should normally be retained on the dispensing list." It had been ratified by the GMSC.

## HC pharmacists' 'licence'

Mr T. O'Rourke said some time had been spent at a meeting of the joint committee of representatives of the Council, Pharmaceutical Contractors Committee and Ulster Chemists' Association, on February 1, discussing a draft of a standard licence to be issued to pharmacists providing a pharmaceutical service at a health centre pharmacy. The licence was a contract between the DHSS, the appropriate Area Health Board and the body corporate, partnership or pharmacist providing the service.

Most of the conditions included in the licence had already been agreed but difficulty had arisen over finding an acceptable method of assessing the rates for the pharmacy. The valuation office did not think that rates could properly be related to the number of prescriptions dispensed, the method used for determining the rent. There were some clauses in the draft that required clarification and legal opinion was being sought on these at the moment.

The committee had also considered the places throughout NI from which the pharmaceutical service was being provided. Special attention was directed to those pharmacies in sparsely populated areas which might come within a scheme to provide additional financial assistance. More information was being collected in order to make a worthwhile assessment of the position throughout the province.

The secretary said he had visited the

Department of Pharmacy, Queen's University of Belfast, on February 9 to carry out the usual five-yearly inspection with representatives of the Pharmaceutical Society of Great Britain, the president and vice-president and Mr McGlaughlin. They had had discussions with the vice-chancellor and senior staff of the University, the staff of the department and student representatives — a written report would be submitted shortly.

Mr J.E. Balmford had offered to give a talk on the College of Pharmacy Practice. A selected audience had been invited at short notice and the talk was given at 6.45pm in the Department of Pharmacy. Unfortunately, time did not permit lengthy discussions, as the post-graduate lecture on "Lung Cancer" by Professor W.S. Lowry to be held.

The secretary reported that 33 students had enrolled for the management course to be held at the headquarters of the Northern Ireland Staffs Council, March 18-20. Topics include general systems management, interviewing, recruitment and selection, personal concepts of management (involving a hospital, general practice and health centre pharmacist) and a management case study. Another weekend course would be held in the Society's lecture hall, March 26-28, and would be given by Drs Booth and Jones. The topics would be pharmaceutical accounting and procedures (including construction of profit and loss accounts and balance sheets); measurement and fitting of elastic hosiery and the types prescribable on NHS prescription; the Drug Tariff; pricing and coding of prescriptions, and the appliances that could be prescribed.

Applications from the following for registration were granted:- James Charles Boyd, 51 Loughbeg Road, Toomebridge, co Antrim; John Frederick McClintock, 116 Bangor Road, Newtownards, co Down; Nicola Rosemary Piekaar, 16 Florida Road, Kilincy, co Down.

The report from the Finance and House Committee, which was approved, included a recommendation that Messrs Goldblatt & Co, 27 College Gardens, Belfast BT9 6BS, be appointed the Society's auditors for the present year. Mr Napier said that a meeting of the Lurgan, Portadown and Armagh District Branch had been held in the Brownlow health centre on February 8 and was well attended. Following the showing of a film on "Actal" provided by Winthrop

Laboratories Ltd, a chartered accountant had given a talk on "Tax planning and how to make the best use of your accountant." He said the thanks of the branches members should be passed to Mr Peter Dixon, the local representative of Winthrop, who had provided refreshments.

The secretary reported receipt of a notice of the 33rd national meeting of the American Pharmaceutical Association's Academy of Pharmaceutical Sciences, to be held in San Diego, California November 14-18, 1982. Those wishing further information were asked to contract the Academy executive secretary at 2215 Constitution Avenue, NW Washington DC 20037 USA. ■

## LETTERS

### PATA successes

The views of your correspondent, Mr M. Ashmore (*C&D*, February 20) on the work of this Association will not be shared by the majority of pharmacists who have traders in their areas price-cutting medicines.

For a number of years the success rate in dealing with price-cutters in any one year has been some 80 per cent and, as indicated by Mr Ashmore, no case is ever allowed to be dropped and is pursued until all prices have been corrected.

The PATA is in no way complacent about this situation and is as concerned as Mr Ashmore about those cases which take longer to correct than he would wish.

Manufacturers can only act within the provisions of the 1956 Restrictive Trade Practices Act which, although it gives manufacturers the legal right to enforce their price conditions, does not make enforcement easy or simple and necessitates constant checks being made on offending traders. The PATA has not the resources to do this itself and so is dependant on the help of the local pharmacist, and the whole procedure is delayed when we are not kept up to date.

The majority of difficult cases are those where prices are corrected for a time and then revert, usually after price increase, hence the need for frequent checks on the traders concerned.

Experience in the past has proved that without an organisation like the PATA resale price maintenance quickly disappears. The PATA will continue its work which the majority of manufacturers, wholesalers and retail pharmacists believe is not only in the interests of pharmacy but also in the public interest.

**C.C. Green**

Secretary, Proprietary Articles Trade Association, London W1.

*continued on p415*



EFFECTIVE  
MARCH 1st. 1982

WARNER LAMBERT  
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- \* Stronger selling strategies for our products to help Pharmacies compete more effectively in every High Street.
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## Time to make the doctor accountable

The DHSS really has got itself into a ridiculous situation by allowing the huge profits made by dispensing doctors on the medicines they supply their patients. "Let the professions sort out their problems amongst themselves, we will not interfere" seems to be the attitude of the DHSS to the dispensing doctor dispute. They, the DHSS, only pay the money and appear to be blind to the largesse they give to the medical fraternity, yet confiscatory when dealing with the pharmacists' negotiating committee.

The increase in overheads has no effect on dispensing doctors — the largesse of the DHSS is infinite. But when it comes to the general practice pharmacist we see a completely different type of personality developing. Dr Jekyll disappears and we have to deal with Mr Hyde. Yet in 1980, a pharmacist had to dispense 5,000 prescriptions before he could make the same profit as a dispensing doctor who "dispensed" only 1,000 prescriptions. In 1982 that ratio will have increased to six to one, or even seven to one.

At the British Pharmaceutical Conference in Brighton Dr Gerard Vaughan asked pharmacists to point the way in which pharmacy should be going. Make more use of our potential, broaden our professional horizons (or words to that effect). And what do we see? An overpowering desire to limit our expertise and a frivolous attitude to any control on the boundaries where a doctor may be allowed to tread.

As a profession we are rightly jealous of the high standards we set ourselves, and are quite rightly critical of the appalling laxity in the distribution of medicines from those surgeries where drugs are allowed to be issued with little or no supervision, by staff with limited knowledge and experience.

The Rural Pharmacist Association has, from its inception, criticised the appalling state of affairs in which the potency of drugs is treated in a cavalier fashion, and in which the means of ensuring accuracy or accountability (both in cost and safety) is considered unnecessary. The DHSS is completely to blame for this, as even the mildest form of checking was turned down, when a resolution passed at the 1981 LPC conference was said to be inoperable for the most fatuous of reasons.

There appears to be no willingness on the part of the DHSS to exert any influence whatsoever to ensure: (1) that the safety of patients is paramount; (2)

that taxpayers' money is made accountable; (3) that the service to rural patients is improved, and (4) that the privileges afforded to doctors are in any way curtailed.

It was estimated in 1980 that the overpayment to dispensing doctors was in the region of £14 million; by the end of 1982, with the increased number of prescriptions that dispensing doctors are doing, together with the higher overheads, the figure will be nearer £20m.

The sooner the bull is taken by the horns and the DHSS does something positive — like reducing the profit levels to those of the pharmacist and then buying out the dispensing doctors with the money saved — the sooner we shall be able to supply a safe all-round pharmaceutical service to rural patients. Pharmacists will then be able to employ the full potential of their qualifications.

We have pussyfooted around far too long, protecting doctors from the errors of their ways. Such errors abound, yet in the name of "ethics" these must remain ever hidden in order to maintain some sort of belief that doctors are infallible. By doing this we belittle our own extremely important part in the care and safety of the patient. It is now necessary that the patient's safety should be the first priority in the Health Service, and that all should be accountable in what they spend and do.

Given these priorities we could expect a much wider safeguard for rural patients, a much fairer use of taxpayers' money, and a better all-round understanding between the medical and pharmaceutical professions — all of which will greatly enhance the service, care and safety of the most important people who use the service — the patients.

**John Davies**

*Secretary, Rural Pharmacists Association, Wiveliscombe, Somerset.*

## A cosmetic future

As one who has always been concerned about the health of the perfumery and cosmetic industry — my record and my performance shows that — may I make some observations about the current scene?

I believe we could well be seeing hopeful signs amidst a general atmosphere of unhealthiness: hopeful signs particularly for the chemist, as I will explain. As I see it, the forecast huge movement of the public to buying cosmetics, toiletries and perfumery in ever-burgeoning "supermarkets" and "superstores" just has not happened. Those manufacturers who nailed their flag to that particular mast have not met with the all-round success that they

anticipated. The stocking in depth of ranges of products never happened — exactly as a few of us surmised would be the case.

All that really happened, if one can take a distant view, was that distribution in the industry plunged into chaos; sales forecasts became more and more mythical, and about the only people to gain were the "swag" traders!

What I think will now begin to happen will be a return to "traditional" distribution. The chemist, having been neglected in recent years by some manufacturers — although loyally supported by others — will find a growing wish appearing among manufacturers to restore him to their distribution chain. There will be a remarkable recall of memory among marketing companies, of the trust and the regard the public has always had for the neighbourhood chemist.

The chemist has suffered, and is well entitled to feel hurt, over the dissipation of his cosmetic, toiletry and perfumery trading; but it is my firm hunch that he will see it coming back in a good, sensible way in the next two years. I would say to the chemist retailer that if the new salutation of certain sales representatives is "mea culpa", then listen to the confession and the new resolutions and show forgiving tolerance. Your business will most surely benefit, because I am certain that lessons have been learned.

**Geoffrey S. Sladden**

*Chairman and managing director  
Brookrule Ltd  
Haywards Heath, Sussex*

## Deal for diabetics

In a small country pharmacy like this one in Duns, we do not have a great many diabetic customers. However we have a small number of regular clients who require diabetic foodstuffs. Before Frank Coopers ceased production of diabetic preserves all was well. Now, however, our wholesalers seem unable or unwilling to keep stocks of a good range of diabetic jams or marmalades.

Recently we contacted a distributor direct and found that they require a *minimum* of 30 dozen jars as an order and impose the additional penalty of a 5 per cent surcharge to those of us "unfortunate" enough to live in Scotland. We find it extremely galling to have to send our loyal customers 16 miles to fill their needs at a well-known chemist chain.

Could not wholesalers and manufacturers be persuaded to give us a better deal for this minority who deserve a better service from the local independent pharmacy?

**George L. M. Romanes**  
Duns, Berwickshire

*Letters continued overleaf*



*Continued from previous page*

## Computer research

I have been awarded one of the NPA research grants in order to carry out a comparative study of computer systems for use in retail pharmacy. I shall be writing to manufacturers of such systems for information, but it is possible that there may be some that I have missed. I should be grateful, therefore, if any manufacturer of a system which has not been widely publicised could write to me giving full details. In particular the following points are of interest.

- The total price of the system together with servicing costs.
- What the system does and whether it is capable of expansion.
- The availability and likely delivery times.
- Is the system "ready to run" or is each installation tailor-made for a particular application? If the latter, what is the probable programme development time and cost?
- Is it possible to use the equipment in my own pharmacy for a trial period of, say, a month?

It would also be most helpful if I could have some names and addresses of pharmacists who already use the equipment and who might be willing to discuss it with me.

**Peter J. Clark, BSc, MPS**

*Managing director*

G. F. Bevis & Co.

The Eastgate Pharmacy

15 Eastgate Square, Chichester

West Sussex PO19 1JL

## Ergotism

While agreeing with much that was said by Mr Astill on the responsibility of the pharmacist — with special reference to the Migril court case (*C&D* February 20) — I feel that in claiming that "a lot more has been written about Migril since then (1973)", he is evading the issue.

The dangers of gangrene attendant upon the continuous use of ergotamine have been well documented for at least 30 years, probably more (my own reference books go back only until 1952), while "ergotism", due to the ingestion of the whole fungus, usually in rye bread, has been known for centuries.

**J.S. Reynolds**

London W9

## Joint sales force at Warner-Lambert

Warner-Lambert have amalgamated their OTC and toiletry businesses into one new division as from March 1. The new division, Warner-Lambert Health Care, is based at Eastleigh, Hants, and will control the sales and marketing of both ranges of products.

"These changes have been effected as a result of a comprehensive review of our customers' needs," says Mr John Ball, marketing director. "They will enable our customers to take fuller advantage of developing business opportunities with a composite range of related OTC and toiletry products."

This range includes Benylin, Abidec, Agarol, Alophen, Anusol, Caladryl, Metatone, Oraldene and Veganin, and the

toiletry brands of Listerine, Listermint, Euthymol, Efferdent, Style home perm, Poly colourants, Poly perms and Schick. A single health care division sales force will now handle all products.

The marketing and distribution of prescription products remain unchanged under the Parke Davis and William R. Warner names at Pontypool. The health care division sales' force will be able to take orders for these on request. The sales and marketing for Warner-Lambert confectionery products, which include Halls Mentholyptus and Dentyne chewing gum, are being transferred simultaneously from Eastleigh to the confectionery manufacturing and product development plant in Manchester. ■

## ICI's results...

ICI have declared pre-tax profits of £335m for 1981, which represents an increase of £51m on the previous year's very poor figures. Total turnover was £6,581m (£5,715m). While losses were reduced in the fibres, petrochemicals and plastics divisions, pharmaceuticals and agrochemicals emerged as the major profit contributors — with pharmaceutical sales up from £346m to £407m. Trading profits on the company's pharmaceutical activities were £90m (£66m). UK sales and exports reached £4,219m (£3,709m), with trading profits of £216m (£137m).

The board has found the results sufficiently encouraging to begin the process of restoring the dividend (cut to 17p in 1980). A final dividend of 10p has been declared, making a total of 19p for the year. It is stressed however that the improvement is due to a combination of internal economies and rationalisation rather than any improvement in trading conditions generally. The company see no firm evidence of sustained improvement in demand for the remainder of 1982. ■

## ...and Fison's

Fisons have published results for 1981 which show pre-tax profits up from £3.8m to £9.3m. Turnover also rose sharply to £494.4m (£453.7m). Trading profits for the year reached £22.6m (£16.4m), with pharmaceuticals once again contributing the lions share — £15.0m as against £12.2m the previous year. Pharmaceutical sales were up £20.6m to £111.9m. Net

dividend for the year is unchanged at 10p.

Good growth is reported in most major pharmaceutical markets, with increased overseas sales contributing heavily to profits in this division.

Results from the company's agrochemical activities include details of the first full-year's operation of FBC Ltd, the joint Fisons-Boots venture. Despite this, agrochemical profits declined from £2.3m to £1.6m.

Further improvements in Fison's performance may be expected this year, with the expected completion of the company's £50m sale of its fertiliser division to Norwegian energy giant Norsk Hydro in the summer. Trading in the fertiliser division in 1981 showed a profit of £800,000 in 1981, as against a £1.1m loss in 1980 — but this is still not enough to constitute a viable operation for Fisons.

Completion of the Norsk Hydro deal is expected to provide resources to fuel growth of the company's other activities. ■

## World-wide campaign

The first-ever conference of chemical, oil and pharmaceutical white-collar union representatives in Geneva has endorsed a world-wide organising campaign in their industries. The agreed programme will be implemented at the level of the individual multinational within the framework of the International Chemicals and Energy Unions Federation company councils. Meetings of the ICEF councils for Ciba-Geigy, Proctor & Gamble and BASF have already been arranged. ■

*Continued on p421*



# FISONS LIMITED

## PHARMACEUTICAL DIVISION

DERBY ROAD, LOUGHBOROUGH

TELEPHONE: (0509) 63113

Chemist UK Price List (Retail and Wholesale)

PRICE INCREASES MARKED • OPERATIVE ON GOODS ON OR AFTER MARCH 5th 1982

Product			Prod. Code No.	Rec./Fixed	MBU Doses.	Points Value per MBU	Rec. Trade Price per doz. exc. VAT	Price per doz. (exc. (VAT) relevant to the total points value of the complete order					VAT Rate %
	Retail Selling Price each incl. VAT	Points 100-200		Points 201-650				Points 651-1500	Points 1501-2000	Points 2001 +			
							Rate £	1 £	2 £	3 £	4 £	5 £	
ETHICAL PRODUCTS													
*ACNIL	P	25gm	3230	1.53	3/12	2	10.62	10.09	9.82	9.66	9.56	9.56	15 ●
*AURALGICIN	P	12.5ml	0120	D.P.	3/12	3	15.34	14.57	14.19	13.96	13.81	13.81	15 ●
*BARQUINOL HC	POM	15gm	4980	1.01	3/12	1	7.00	6.65	6.48	6.37	6.30	6.30	15 ●
*DEXTRAVEN 110 6% IN SALINE	POM	500ml	3050	6.32	1/12	2	43.97	41.77	40.67	40.01	39.57	39.57	15 ●
*DEXTRAVEN 110 6% IN DEXTROSE	POM	500ml	3060	6.32	1/12	2	43.97	41.77	40.67	40.01	39.57	39.57	15 ●
*DEXTRAVEN 150 6% IN SALINE	POM	500ml	3070	6.32	1/12	2	43.97	41.77	40.67	40.01	39.57	39.57	15 ●
*DEXTRAVEN 150 6% IN DEXTROSE	POM	500ml	3080	6.32	1/12	2	43.97	41.77	40.67	40.01	39.57	39.57	15 ●
*DIMYRIL COUGH LINCTUS	POM	150ml	6770	3.24	6/12	8	22.53	21.40	20.84	20.50	20.28	20.28	15 ●
*FRAMYGEM CREAM	POM	15g	6560	2.85	3/12	3	19.84	18.85	18.35	18.05	17.86	17.86	15 ●
*FRAMYGEN EYE OINTMENT	POM	3.5g	6410	1.05	3/12	1	7.31	6.94	6.76	6.65	6.58	6.58	15 ●
*FRAMYGEN EYE/EAR DROPS	POM	5ml	6450	2.20	3/12	3	15.28	14.52	14.13	13.90	13.75	13.75	15 ●
*FRAMYCORT OINTMENT	POM	15g	5910	3.14	1/12	1	21.83	20.74	20.19	19.87	19.65	19.65	15 ●
*FRAMYCORT EYE OINTMENT	POM	3.5g	6010	2.01	3/12	2	14.00	13.30	12.95	12.74	12.60	12.60	15 ●
*FRAMYCORT EYE/EAR DROPS	POM	5ml	5710	3.82	3/12	5	26.57	25.24	24.58	24.18	23.91	23.91	15 ●
GENISOL	P	58ml	3310	1.12	3/12	1	7.77	7.38	7.19	7.07	6.99	6.99	15 ●
	P	250ml	3340	3.87	3/12	5	26.90	25.55	24.88	24.48	24.21	24.21	15 ●
	P	600ml	3360	8.22	1/12	3	57.17	54.31	52.88	52.02	51.45	51.45	15 ●
*HYALASE AMPOULES	POM	5	0910	7.65	1/12	3	53.20	50.54	49.21	48.41	47.88	47.88	15 ●
	POM	20	0920	26.21	1/12	10	182.32	173.20	168.65	165.91	164.09	164.09	15 ●
	POM	100	0940	D.P.	1/12	35	633.56	601.88	586.04	576.54	570.20	570.20	15 ●
*IMFERON AMPOULES 2ml	POM	10	2810	11.60	1/12	5	80.73	76.69	74.68	73.46	72.66	72.66	15 ●
	POM	100	2820	92.79	1/12	38	645.53	613.25	597.12	587.43	580.98	580.98	15 ●
*IMFERON AMPOULES 5ml	POM	5	2910	11.60	1/12	5	80.73	76.69	74.68	73.46	72.66	72.66	15 ●
	POM	50	2920	92.79	1/12	38	645.53	613.25	597.12	587.43	580.98	580.98	15 ●
*IMFERON AMPOULES TDI 20ml	POM	5	2930	38.67	1/12	16	268.98	255.53	248.81	244.77	242.08	242.08	15 ●
*INTAL INHALER (AEROSOL)	POM	200	2640	18.89	3/12	30	131.40	124.83	121.55	119.57	118.26	118.26	15
		Doses											
*INTAL COMPOUND CAPS	POM	50	9630	7.55	6/12	22	52.55	49.92	48.61	47.82	47.30	47.30	15
	POM	100	2150	15.11	6/12	45	105.10	99.84	97.22	95.64	94.59	94.59	15
*INTAL PLAIN CAPS	POM	30	2350	9.98	6/12	26	69.46	65.99	64.25	63.21	62.51	62.51	15
	POM	50	2190	8.69	6/12	22	60.43	57.41	55.90	54.99	54.39	54.39	15
	POM	100	2200	17.37	6/12	45	120.86	114.82	111.80	109.98	108.77	108.77	15
INTAL SPINHALER			3250	1.90	1/12	1	13.25	12.59	12.26	12.06	11.92	11.92	15
*INTAL NEBULISER SOLUTION	POM	48 X 2ml	2500	14.15	1/12	6	98.41	93.49	91.03	89.55	88.57	88.57	15
*LOMODEX 40 10% IN 0.9% SALINE	POM	500ml	7000	9.95	1/12	4	69.21	65.75	64.02	62.98	62.29	62.29	15 ●
*LOMODEX 40 10% IN 5% DEXTROSE	POM	500ml	7010	9.95	1/12	4	69.21	65.75	64.02	62.98	62.29	62.29	15 ●
*LOMODEX 70 6% IN 0.9% SALINE	POM	500ml	7070	6.32	1/12	2	43.97	41.77	40.67	40.01	39.57	39.57	15 ●
*LOMODEX 70 6% IN 5% DEXTROSE	POM	500ml	7080	6.32	1/12	2	43.97	41.77	40.67	40.01	39.57	39.57	15 ●
*LOMUSOL STARTER PACK	P	19ml	2700	10.95	3/12	14	76.15	72.34	70.44	69.30	68.54	68.54	15
*LOMUSOL REFILL PACK	P	19ml	2710	9.69	3/12	13	67.44	64.07	62.38	61.37	60.70	60.70	15
*NALCROM CAPSULES	POM	100	2680	30.75	1/12	15	213.91	203.21	197.87	194.66	192.52	192.52	15
*OPTICROM	POM	10ml	2110	7.76	3/12	12	54.00	51.30	49.95	49.14	48.60	48.60	15
*PARACODOL TABLETS	PCDI	10	5330	0.51	1	2	3.12	2.96	2.89	2.84	2.81	2.81	15
*PARACODOL TABLETS	PCDI	100	5320	D.P.	1/12	2	28.18	26.77	26.07	25.64	25.36	25.36	15
*PSOROX OINTMENT	P	25g	3740	0.96	1/12	1	6.70	6.37	6.20	6.10	6.03	6.03	15 ●
	P	50g	3750	1.40	1/12	1	9.75	9.26	9.02	8.87	8.77	8.77	15 ●
*RYNACROM CAPSULES (CAN) 10mg	P	100	2570	8.58	3/12	13	59.68	56.70	55.20	54.31	53.71	53.71	15
RYNACROM INSUFFLATOR			2540	2.87	1/12	1	19.94	18.94	18.44	18.15	17.95	17.95	15
*RYNACROM NASAL SPRAY	P	17.5ml	2600	9.40	3/12	12	65.37	62.10	60.47	59.49	58.83	58.83	15
*RYNACROM NASAL DROPS	P	15ml	2510	9.02	3/12	12	62.74	59.60	58.03	57.09	56.47	56.47	15
*THEO-DUR TABLETS 200mg	P	100	1820	10.11	6/12	32	70.32	66.80	65.05	63.99	63.29	63.29	15 □
*THEO-DUR TABLETS 300mg	P	100	1830	15.14	6/12	48	105.33	100.06	97.43	95.85	94.80	94.80	15 □
PROPRIETARY PRODUCTS													
VAPEX INHALANT	GSL	14ml	8000	0.64	1	4	4.52	4.29	4.18	4.11	4.07	3.96	15 ●

### ABBREVIATIONS USED IN THIS PRICE LIST

- POM — Subject to control under the Medicines (Prescription Only) Order 1977
- GSL — Subject to control under the Medicines (General Sales List) Order 1977
- P — Pharmacy Only Product
- CDI — Subject to control under the Misuse of Drugs Act 1971 but exempt from restriction under the Regulations except that invoices are required to be kept for 2 years

- NOTE — Products not categorised as above are not medicinal products
- DP — Dispensing Pack
- MBU — Minimum Buying Unit
- VAT — Value Added Tax
- \* — Products marked thus in the price list are subject to fixed retail prices
- — New Product
- — Revised Prices

This price list comes into operation on 5th March 1982 and cancels all previous lists relating to these products.



**"I need..."**

**"no problem"**

**"Can I be sure..."**

**"no problem"**

**"At my usual time?"**

**"no problem."**

**"no problem"**

**something we can  
say at Macarthy's**

**Macarthy's**

Macarthy's Limited, Chesham House, Chesham Close, Romford, Essex RM1 4JX Telephone Romford 46033



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Mid Glamorgan, CF8 1WD  
TEL: 0222-885921  
Depot Manager: J. Coombes

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Ditton Trading Estate,  
Ditton Walk,  
CAMBRIDGE CB5 8RD.  
TEL: 02205 5361  
Depot Manager: H. Carter

Macarthy's Limited  
Unit D, Kingsville Road,  
Kingsditch Industrial Estate,  
CHELTENHAM,  
Glos., GL51 9TT.  
TEL: 0242-25421  
Depot Manager: T. W. Hunter

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Whalebone Lane South,  
DAGENHAM,  
Essex. RM8 1HR.  
TEL: 01-592-6641  
Depot Manager: E. Grumitt

Macarthy's Limited  
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Hawley Road,  
DARTFORD,  
Kent DA1 1QL.  
TEL: 0322 28700  
Depot Manager: P. Connock

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EAST GRINSTEAD,  
West Sussex, RH19 1RN.  
TEL: 0342-24261  
Depot Manager: L. Dalton

Macarthy's Limited  
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EDINBURGH, EH11 1EH.  
TEL: 031-337-9674  
Depot Manager: G. A. Anker

Macarthy's Limited  
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Baltimore Industrial Estate,  
GLASGOW, G22 7UG.  
TEL: 041-336-5363  
Depot Manager: G. Rodgers

Macarthy's Limited  
Linstead House,  
30-40 Brewery Road,  
LONDON N7 9NH.  
TEL: 01-609-2244  
Depot Manager: W. Morley

Macarthy's Limited  
2A Baring Road,  
LEE  
London SE12 OPR.  
TEL: 01-857-5555  
Depot Manager: D. C. Davis

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Mile Cross Lane,  
NORWICH, NR6 6RF.  
TEL: 0603-49251  
Depot Manager: B. E. Ingram

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Watlington Road,  
Cowley,  
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TEL: 0865 770511  
Depot Manager: J. McLeod

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Essex. RM1 4JX.  
TEL: 0708 46021  
Depot Manager: P. Cramp

Macarthy's Limited  
83 Brunswick Road,  
SOUTHEND-on-SEA  
Essex, SS1 2UL  
TEL: 0702 63251  
Depot Manager: Miss B. Snashall

Macarthy's Limited  
54 High Street,  
WEEDON,  
Northants, NN7 4QF.  
TEL: 0327 41101  
Depot Manager: H. MacDonald

Macarthy's Limited  
98-100 Queensbury Road,  
WEMBLEY  
Middx. HA0 1WF.  
TEL: 01-997-7751  
Depot Manager: D. J. Crane

Macarthy's Limited  
Units 39 & 40,  
Devonshire Road,  
Oakhill Trading Estate,  
WORSLEY  
Manchester, M28 5PT.  
TEL: 0204 706516  
Depot Manager: D. R. McKenzie

## And now

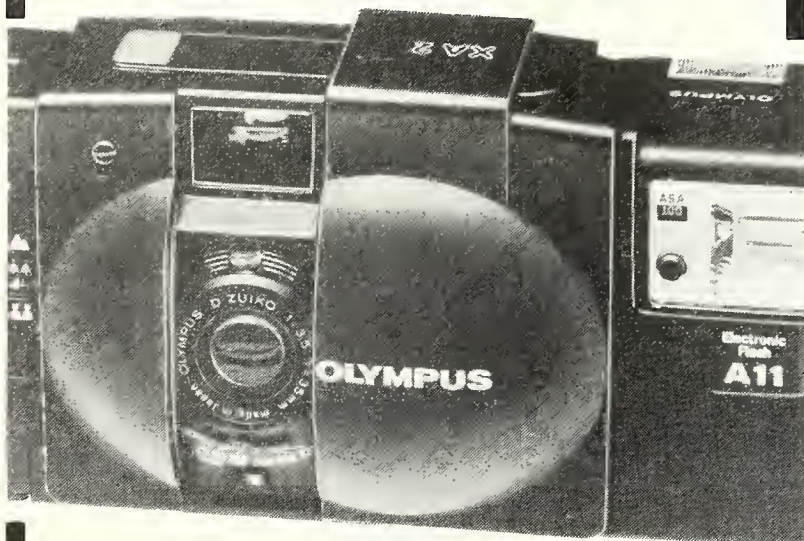
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TEL: 0272 659 531  
Depot Manager: J. D. Ransom

**Macarthy's Limited**  
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Stonehouse,  
PLYMOUTH PL1 3MY  
TEL: 0752 29681  
Depot Manager: D. Gerrey.

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TEL: 0872 76271  
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# Your prescription for bigger photographic profits!



Sangers Photographics can help any chemist with a fair-sized photographic turnover to build that turnover to really worthwhile proportions and greatly increased profits!

As Britain's leading photographic wholesaler offering a specialist service in this ever-popular and growing market, Sangers Photographics offer really competitive pricing across a vast range of merchandise.

And the big advantage of dealing with Sangers Photographics is that they are the experts when it comes to photography.

Listed below you'll find out what makes Sangers Photographics so popular with so many photographic outlets – shouldn't you join them?

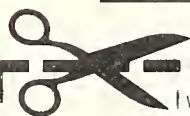
If you'd like the opportunity to do so, then fill in the coupon and we'll take it from there.

## Sangers Photographics Operating Strengths

- ★ National delivery service.
- ★ Custom-built warehouse/distribution facilities.
- ★ Trade price list updated weekly.
- ★ National photographic salesforce at your service.
- ★ Stockholding valued at over £3m (at RSP).
- ★ Widest range of photographic products.
- ★ Regular promotional activity.

# SANGERS

## Photographics



I would like to know more about how Sangers Photographics can add weight to my profits.

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

POSTCODE \_\_\_\_\_

To: Terry Norris, Sales Director, Sangers Photographics, Priory House, Hockley Industrial Estate, Pitsford Street, Birmingham B18 6LX.

# GINSENG PRODUCTS



There are so many ginseng-based products. As a pharmacist, it's not easy to decide which ones should be offered to your customers.

After all, it's only recently that Ginseng has emerged as a preparation demanded by the public.

And, of course, scientists are still actively pursuing intensive research programmes to determine its efficacy.

But there's one name that pharmacists should know about when it comes to Ginseng. That name is PHARMATON.

For over 15 years the pharmacists and other experts of this Swiss

company have pioneered research into Ginseng and helped to reveal more than most about its potential.

No other Ginseng products have been subjected to the same rigorous research as that undertaken by Pharmaton's scientific team.

In short, Pharmaton products inspire confidence — not only from consumers but also from pharmacists, physicians and scientists all over the world.

Perhaps our check list panel will help you to decide which Ginseng products should feature in your pharmacy in future.

## THE PHARMATON CHECK LIST

Only well-researched and documented standardised Korean panax Ginseng extract used in products.



Growth of Ginseng roots supervised by Pharmaton's experts and processed in custom-built factory.



Pharmaton's strict control and analytical methods used by health authorities and researchers in Ginseng studies.

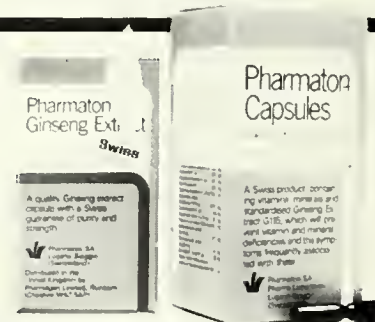


Soft gelatin capsules ensure stability, efficacy and reliability.



## PHARMATON PRODUCTS CREATED WITH CONFIDENCE BY PHARMACISTS

Pharmaton Capsules or Pharmaton Ginseng Extract obtainable from your usual wholesaler or contact main U.K. distributor Pharmagen Ltd. West Lane, Runcorn WA7 2PE.  
Tel. 0928 712918



Research papers and promotional literature from Pharmaton Information Bureau, Spinney House, Church Street, Liverpool L1 3AU.  
Tel. 051-708 7071



## Competition for successful ads

The Institute of Practitioners in Advertising are inviting entries for their 1982 advertising effectiveness awards.

Agencies are asked to submit well-documented case histories giving convincing evidence of why a particular campaign worked and how it made an effective contribution to hard sales or other measurable factors such as changes

## DITB plans

The wind up plans for the Distributive Industry Training Board may be "complicated" by the number of staff seeking voluntary redundancy, but this is thought unlikely in the current economic climate.

A spokesman for the Board told *C&D* that the plans confirmed by them on January 28 were proceeding normally (*C&D*, January 9, p70). The training division will be down to 168 staff by July (from 251 in December). Further cuts in the following months will result in a total run down by January 1983. Staff required

in consumer attitudes or product awareness. There are five first prizes of £2,000, five second prizes of £1,000 and an extra £1,000 for the Grand Prix winner. Categories of entry cover all forms of advertising from new or established consumer goods and services, to trade, or recruitment advertising.

Prizewinners among the 1980 awards were Dettol and All Clear shampoo. Certificates of commendation were won for Deep Clean denture cleaner, Listerine, Lucozade and Sanatogen multivitamins.

The closing date for entries is June 28 and prizewinners will be announced in November. Entry forms are available from the *IPA*, 44 Belgrave Square, London SW1. ■

to monitor grants and the Unified Vocational Preparation scheme will continue beyond January.

Overall staff levels (including training) will be down to 353 by July from 470, reducing to 88 by January next year, with a complete shut down planned for April 1982.

□ "Basic Distribution Training" covers four types of instruction — instruction by the trainer, planned experience, sponsorship and external courses. The guide covers introductory material, modules on induction, basic training, basic selling techniques, display and merchandising, and office procedure. Specialist subjects covered are sales

representatives, warehousing, product knowledge and other courses (£2.50).

Every employer must beware the pitfalls surrounding the considerable volume of anti-discrimination legislation protecting employees' rights against racial, sexual and marital discrimination.

□ "Prevention of Discrimination at Work" examines the legislation and its effect on recruitment, promotion and company policies (£1.95).

□ "Time to Think — About Computers" is a video programme designed specifically for the owner of the small or medium sized business who not so long ago themselves wondered if they should invest in new technology — "Will it help to control costs, improve profitability and keep us ahead of the competition?" Available on VHS, Philips 1500 and U-matic formats at £60 including VAT (there is a £10 surcharge on U-matic cassettes). The hire charge is £13, including VAT.

□ "Signpost to the Future — A look at Market Research and Sales Forecasting" features Valerie Singleton in a two part video programme. Part one — "Benefits and approaches" defines market research and sales forecasting, while part two — "Strategies" looks in greater detail at sales, customers, market potential, competitors, suppliers and "external facts" (prices as above). ■

Continued on p423

# LOOKS LIKE CHOCOLATE SELLS LIKE HOT CAKES

Carob is the healthy alternative to chocolate.

And Kalibu is the healthy alternative to chocolate bars.

Holgran Foods, the No 1 in carob confectionery, are looking for new distributors to stock and sell their range of natural best-sellers, Kalibu.

If you're interested in making a healthy profit, write to:

Alan Marson,  
Holgran Foods Limited  
Granary House  
Wetmore Road  
Burton on Trent  
Staffs DE14 1TE.  
Phone: (0283) 43221.

**DISTRIBUTE KALIBU®**

# Shopfitting?

## TRY THIS PRESCRIPTION FOR SUCCESS

We've just the tonic you need in these difficult times. As one of Britain's leading shop interior specialists, we can help you to healthier sales with highly individual schemes using the most advanced modular systems on the market.

Everything's tailored for you exclusively. And our recommendations cover colour, merchandising, layout and, if you wish, full shopfitting services including

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- Dispensary Fittings • Ceilings

So take advantage of our expertise. The change will do you good.

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Shopfittings with a World of Difference



# Pharmacists can now recommend a clinically proven cold treatment

## Benylin\* DAY AND NIGHT Cold Treatment

PROVEN  
EFFECTIVE

Effective relief of cold symptoms requires a treatment that really works. A recent clinical trial<sup>†</sup> demonstrated the effectiveness of BENYLIN Day & Night Cold Treatment.

<sup>†</sup>A randomised double-blind trial in General Practice comparing the efficacy of BENYLIN Day & Night Cold Treatment and Paracetamol in the treatment of the common cold.

Middleton RSW Brit. J. Clin. Pract. Vol 35 (9) 297/300 Sept. '81



**PARKE-DAVIS**

part of the Warner-Lambert Group

good products for you and your customers

\*Trade Mark R82196

Benylin Day and Night Cold Treatment is available in display outers containing 24 retail packs.  
List price to pharm per retail pack 55p  
Price to public per retail pack 95p  
(inc. VAT @ 15%)

**Composition**  
Each yellow (daytime) tablet contains  
Paracetamol Ph. Eur. 500mg  
Phenylpropanolamine hydrochloride B.P. 25mg  
Each blue (night time) tablet contains  
Paracetamol Ph. Eur. 500mg  
Diphenhydramine hydrochloride B.P. 25mg

**Indications**  
For the relief of the symptoms associated with colds and influenza

**Adult Dosage**  
Four tablets should be taken daily - three yellow tablets during the day and one blue tablet at night. Take only one tablet at a time, and only at the times of day indicated on the pack.  
Do not take the night-time tablets during the day.

**Children's Dosage**  
Not recommended for children under 12 years

**Contra-indications/warnings etc.**  
Hypersensitivity to any of the constituents. Paracetamol can cause skin rashes, dizziness and palpitations. Caution should be exercised in patients with hyperthyroidism, hypertension, cardiac dysfunction, diabetes mellitus and liver disorders. Benylin Day & Night Cold Treatment should not be used during treatment with M.A.O.I.s or for two weeks after completion of therapy. Do not exceed the stated dose - An overdose is dangerous. Medical attention should be sought immediately. May cause drowsiness. If affected, do not drive or operate machinery. Not to be used in pregnancy. Avoid alcoholic drink. If symptoms persist, consult your doctor.

**Legal Category P**  
**Product Licence Holder**  
Parke-Davis & Company, Uxbridge Road  
Pontypool, Gwent, NP4 0YH  
Telephone (049 55) 2468  
Product Licence No. 0018/0115



## Briefly

■ **Forum Chemicals Ltd** of Reigate have been appointed sole UK agents for Edward Mendell Co Inc, US tablet manufacturers.

■ **Upjohn Company**, of Michigan, have reported world-wide sales of \$1,900m for 1981, against \$1,800m the previous year. Net earnings were also up at \$181.76m (\$170.37m).

■ **Renny Norris Holdings Ltd** and their associate companies (including Langtons [Blackwater] and Ottershaw Pharmacy) have moved their registered office to 6 Brox Road, Ottershaw, Near Chertsey, Surrey KT16 0HL. Telephone Ottershaw 2816.

■ Businesses still in doubt regarding their obligations under the Companies Act 1981 can obtain a free leaflet entitled "Notes for guidance — disclosure of business ownership" from *Department of Trade, Guidance Notes Section, 55 City Road, London EC1Y 1BB*.

■ **Hoechst AG** have reached agreement with the French Government regarding the company's subsidiary Roussel-Uclaf, one of three foreign-owned companies targeted for State takeover. Hoechst are to retain a controlling interest of at least 51 per cent, while the French Government will hold a 33 per cent blocking minority, with half the seats on the company's 12-man board.

■ **Albright & Wilson Ltd** have announced 1981 pre-tax profits of £11.07m as against £2.88m the previous year. Turnover was £482.47m (£412.35m), while trading profits reached £24.55m (£13.77m). The improvement was, however, due mainly to increased overseas profits, with the UK operation as a whole recording a small loss. Full details of the UK results are expected in about three weeks.

■ **Carnation Foods Co Ltd** have announced the formation of a separate division responsible for the production, marketing and distribution of products to the chemist trade. Bob Seaborne, director of the division, is supported by Geoff Woodman as sales and marketing manager, and Brian Helyar, field sales manager. Sue Norgan, previously with Yardley, and John Shaw, who leaves Booker McConnell, have been appointed senior product managers.

■ **Ilford UK Sales Co** are holding the fifteenth annual Ilford photographic awards in 1982. The major awards will be "photographer of the year," "printer of the year" and "young printer of the year." Following the revised format introduced last year there will be six categories, with cash prizes totalling £11,500. As always, the printer will receive half the cash prize awarded to each winning entry. All details from *Ken Lawley, Kenmore Communications, 395 Woodgrange Drive, Southend-on-Sea, Essex SS1 3DY*.

# MARKET NEWS

## Mag trisilicate up

London March 2: The price of magnesium trisilicate has been increased by six pence per kg for the light grade (to £0.80 kg) and by seven pence for the heavy (to £0.79 kg). Otherwise, rates for pharmaceutical chemicals were unchanged during the past week.

Trade in essential oils was quiet with a steady call for vetiver. Whilst the Brazilian markets were closed because of the annual carnival celebrations, spot *arvensis* peppermint moved up 10p/kg. Chinese peppermint was also dearer in both positions. Elsewhere among oils, patchouli rose by £1/kg on the spot following a 50p rise for shipment.

Dearer among botanicals were Canada and Peru balsams, benzoin and ipecacuanha. Jalap is again unquoted and in spices so also are Mombassa chillies. Ginger, black pepper and Indian cumin seed are dearer. ■

### Crude drugs

**Aloes:** Cape £1,460 metric ton spot; £1,425, cif. Curacao £3,200, cif.  
**Balsams:** (kg) **Canada:** Spot quoted at £16.50; shipment £16.60 cif. **Copaiba:** £5.60 spot; £5.65, cif. **Peru:** £9.55 spot and cif. **Tolu:** Spot £5.30.  
**Benzoin:** £136 cwt, cif.  
**Chillies:** Mombassa unquoted powder £900 per metric ton spot.  
**Ginger:** Cochin £800 metric ton spot; £725, cif. Other sources not quoted.  
**Jalap:** Unquoted.  
**Kola nuts:** £180 metric ton spot; £200, cif.  
**Liquorice:** Root, no spot; £1,700 metric ton, cif. Block juice £1,400 metric ton spot; spray-dried powder £1,900.  
**Menthol:** (kg) Brazilian £7.25 spot; £6.90 cif. Chinese £6.10 spot and cif.  
**Seeds:** (metric ton, cif). **Anise:** China star £1,950. **Celery:** Indian £500. **Coriander:** Moroccan £375. **Cumin:** Indian £1,100. **Fennel:** Chinese £575. **Fenugreek:** Moroccan unavailable; Indian £375.

### Essential oils

**Citronella:** Ceylon £2.50/kg spot; £2.25, cif. Chinese £3.70 spot; £3.60, cif.  
**Eucalyptus:** Chinese £2.75/kg spot; £2.65, cif.  
**Patchouli:** Indonesia £17.50/kg spot; £17, cif.  
**Peppermint:** (kg) *Arvensis* — Brazilian £7.10 spot; £7, cif. Chinese £3.90 spot £3.82, cif. American piperata £13.  
**Spearmlint:** Chinese £8.55/kg spot; £8.35, cif. American £11.50 spot.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

# COMING EVENTS

## Cyprus programme

Unichem have announced the programme for their Cyprus Pharmaceutical Convention on October 16 (*C&D* January 2, p.27). The business sessions will include talks on "Loans — how to approach your bank manager", by a representative from the National Westminster Bank; "Pensions for the self-employed and smaller businesses" by C.E. Heath Insurance Brokers; and Spicer & Pegler will discuss employing the family in

business and give advice on various aspects of tax. Product topics will include a talk on health foods.

The social programme includes a welcoming cocktail party, a pool-side buffet, a morning's sightseeing to Nicosia, a Greek evening, an excursion to Curium and a gala dinner. ■

### Monday, March 8

**Harrow and Hillingdon Branch, Pharmaceutical Society,** Clinical lecture theatre, Northwick Park Hospital, at 7.30pm. "Development of analgesics". Buffet.

**Swindon Branch, Pharmaceutical Society,** King's Arms Hotel, Wood Street, Swindon, at 8pm. Meeting, speaker Professor A.H. Beckett.

### Tuesday, March 9

**Galen Group,** Friend's Meeting House, Park Lane, Croydon, at 8pm. General meeting. Guest speaker from Traffic Warden Service.

**Lanarkshire Branch, Pharmaceutical Society,** Ravenscraig suite, Garrison Hotel, Motherwell, at 8pm. Presentation by the Wellcome Foundation on "Insulin therapy".

**Leeds Branch, Pharmaceutical Society,** Golden Lion Hotel, at 8pm. Speaker Mr J.P. Kerr, treasurer, PSGE.

**Leicestershire Branch, Pharmaceutical Society,** Postgraduate medical centre, Royal Infirmary, Leicester, at 8pm. Mr R. Plant on "Antiques".

**South East Metropolitan Branch, Pharmaceutical Society,** Medical centre, Lewisham Hospital, High Street, London SE13, at 8pm. "Interactions between drugs and food", by Dr H. Rogers, lecturer in clinical pharmacology, Guy's Hospital. Joint meeting with **Bromley Branch, PSGB**.

**South West Metropolitan Branch, Pharmaceutical Society,** Lecture theatre B, medical school, St Georges Hospital, Blackshaw Road, Tooting SW17, at 8pm. Mr A.F. Weedon, area dental officer, on "Dental care and dental products".

**Stirling and Central Scottish Branch, Pharmaceutical Society,** Station Hotel, Stirling, at 8pm. Mr A. Smith, chief executive, PSNC, talking about his work.

### Wednesday, March 10

**Epsom Branch, Pharmaceutical Society,** Bradbury centre, 2nd floor, Epsom District Hospital, at 7.45pm. Dr B. Marsh, head of clinical investigation, Boots Co Ltd, on "The assessment of drug safety".

### Thursday, March 11

**Edinburgh and Lothians, and Fife Branches, Pharmaceutical Society,** City Hotel, Dunfermline, at 7.45pm. Professor K.C. Calman, University of Glasgow, on "The role of the pharmacist in the management of the cancer patient". Buffet.

**Glasgow and West Scotland Branch, Pharmaceutical Society,** Visit to Organon Laboratories Ltd, Newhouse, Lanarkshire.

**North West Branch, National Pharmaceutical Association,** Pines Hotel, Preston Road, Clayton-le-Woods, at 8pm. Mr E.J. Downing, assistant secretary, NPA, on "Profit from your accounts".

### Saturday, March 13

**Bedfordshire Branch, Pharmaceutical Society,** Market House, Market Square, Biggleswade. Dinner and dance.

### Advance Information

**Reading Branch, Pharmaceutical Society,** Berkshire Masonic centre, Sindlesham, March 17, at 8pm. Dinner dance.

**Manchester and Salford Branch, National Pharmaceutical Association, Manchester Branch, Pharmaceutical Society,** Elm Bank, Eccles Masonic Hall, Half Edge Lane, Eccles, March 18, at 8pm. Mr Arthur Trotman, managing director, ICML, on "Will UK pharmacy and distribution follow American practices?" Buffet, free tickets from Mr M.E. Wood, 193 Langworthy Road, Salford 6, telephone 061-736 1258.

**North Metropolitan Branch, Pharmaceutical Society,** Lords Cricket Ground, March 18. Annual dinner. Details from the secretary.

**Leeds Branch, National Pharmaceutical Association,** Mansion Hotel, Roundhay Park, Leeds, March 20, at 7.00pm. Dinner and dance. Tickets £8.75, available from Mr L. Calvert, 45 Upper Accommodation Road, Leeds.

**Society of Cosmetic Scientists,** 9th Residential postgraduate course in cosmetic science, Palace Court Hotel, Bournemouth, March 28-April 2. Details from Society of Cosmetic Scientists, 56 Kingsway, London WC2, telephone 01-242 3800.

**National Pharmaceutical Association,** "Stock planning for profit" seminar, Mallinson House, 40 St Peters Street, St Albans, Herts, March 31, at 10am. Fee £45.00. Reservations to Training department at above.

**University of East Anglia,** "Renal failure — who cares?", symposium, April 5-6. Registration April 4. Fee £20, to include all meals and accommodation for two nights. Application forms from Ms T. Dorsey, Daniel J. Edelman Ltd, Stanhope House, Stanhope Place, London W2.

**Royal Society of Chemistry** residential course, "Enzymology: applications and modern practice", University of Exeter, April 19-23. Details of registration and fees from Miss L. Hart, Royal Society of Chemistry, 30 Russell Square, London WC1.

**Society of Drug Research** symposium, "Recent aspects in skin disorders", Chelsea College, Manresa Road, London SW3, April 23. Further details of fees from Mrs J. Young, telephone 01-589 9076.

**North Western Region, Pharmaceutical Society,** Netherwood Hotel, Grange-over-Sands, April 24-25. Conference on "Is there a future for pharmacy?". Accommodation and programme details from Mr R.W. Harrison, "Tresanton", 2a Rydal Road, Lancaster LA1 3HA.

**Hastings Branch, National Pharmaceutical Association,** Beaufort Park Hotel, March 17 at 7.30pm. Annual dinner. Guest speakers Mr T. Astill and Mr Z. Ludwig. Tickets £7.50. Applications to Mrs J. Delves, 34 The Ridge, Hastings, East Sussex by March 9.

**Buckinghamshire Local Pharmaceutical Committee,** Bell Inn, Aston Clinton, nr Aylesbury, on March 21, at 10.30am. Meeting for contractors, speakers Mr C. Cresswell, Mr D. Coleman and Mr D. Sharpe. Lunch provided free, but confirmation required to Mr P. Allen, 45 Aylesbury Road, Aston Clinton, Aylesbury, Bucks.



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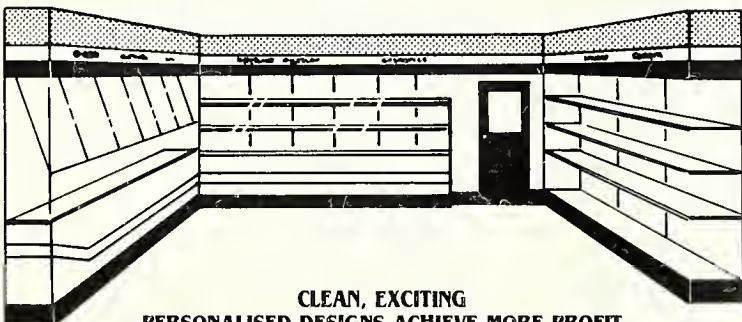
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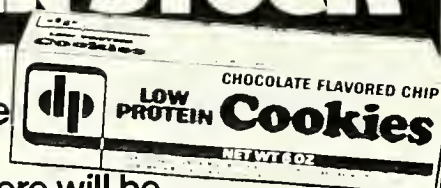
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